

DISTRIBUTED DATA PROCESSING

VOLUME 2

INPUT

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Formed in 1974, INPUT has become a leading international consulting firm. Clients include over 100 of the world's largest and most technically advanced companies.

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DISTRIBUTED DATA PROCESSING - VOLUME II

Prepared For:

**INTERNATIONAL BUSINESS MACHINES CORPORATION
GENERAL SYSTEMS DIVISION**

MAY 1978



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DISTRIBUTED DATA PROCESSING - VOLUME II

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APPENDIX A: DEFINITIONS

APPENDIX A: DEFINITIONS

- A Small Business Computer, for the purpose of this study, is a system which is built around a Central Processing Unit (CPU), and which has the ability of utilizing at least 20M bytes of disk capacity, provides multiple CRT work stations, and offers business-oriented system software support.
- Software Products are systems and applications packages which are sold to computer users by equipment manufacturers, independent vendors, and others. They also include fees for work performed by the vendor to implement a package at the user's site.
- A Systems House integrates hardware and software into a total turnkey system to satisfy the data processing requirements of the end user. It may also develop system software products for license to end users.
- A Turnkey System is composed of hardware and software integrated into a total system designed to completely fulfill the processing requirements of a single application.
- An End User may buy a system from the hardware supplier(s) and do his own programming, interfacing and installation. Alternately, he may buy a turnkey system from a manufacturer, systems house or hardware integrator.
- A Hardware Integrator develops system interface electronics and controllers for the CPU, sensors, peripherals and all other ancillary hardware components. He may also develop control system software in addition to installing the entire system at the end user site.

- A Minicomputer is usually a 12 or 16 bit computer which is provided with limited application software and support and represents a portion of a complete larger system.
- Distributed Data Processing (DDP) is "a data processing technique whereby multiple interrelated systems are deployed along organization, functional or geographic lines." (Supplied by the client.)
- GSD-1 is a client designation for a class of enterprises defined as having less than:
 - One thousand employees.
 - One billion dollars in assets.
 - Twenty-five thousand students in a school district.
 - Five hundred beds in a hospital.
 - Two hundred and fifty thousand residents in a city or county.
 - One hundred million dollars in revenues.
 - Ten thousand students in a college.
- GSD-2 is a client designation for a class of enterprises defined as having a number of employees, assets, etc. that is higher than the defined GSD-1 range.
- Potential is "an expression of demand for a proposed 'state-of-the-art' product function solution to a business opportunity in terms of population, units, revenue, etc. Business needs and economic justifications are considered. There are no market constraints (user attitudes, ability to install, etc.) or vendor constraints (availability of the product, adequate marketing coverage, etc.) applied." (Supplied by the client.)

- The four classes of systems for which market potential and actual shipments were derived in Volume I, Section IV are defined as follows:

<u>SYSTEM CLASS</u>	<u>SAMPLE EQUIVALENT SYSTEM</u>
I	S/32, S/34, Series/I
II	S/3-12, 15; 370/115
III	370/125; S/3-15 (large)
IV	370/138+

- Terms in common usage are not defined.

APPENDIX B: QUESTIONNAIRES AND
APPLICATION CODES

APPENDIX B: QUESTIONNAIRES AND APPLICATION CODES

- Revised copies of the questionnaires used during the field research are included in this Appendix and represent the form from which the great majority of the interview information was gathered.
- The first part of the questionnaire was used in establishing initial telephone contact with respondents and for purposes of determining their DDP qualification.
- If the interviewee was judged not to be a qualified DDP respondent, efforts were made to complete the balance of Part I (questions 8-11).
- In the event that the respondent proved to be DDP qualified, efforts were made to arrange a personal on-site interview at the host facility. Part II of the questionnaire was used for this portion of the research.
- Subsequent on-site interviews arranged with the cooperation of the host respondent made use of both parts of the questionnaire.
- Client supplied applications lists and structure codes were principally used by each analyst-interviewer in questions 12 and 16 with some reference in question 15.

CONFIDENTIAL**INPUT QUESTIONNAIRE**

STUDY TITLE: AAA100

TYPE OF INTERVIEW: USER: ☐ TELEPHONE (DDP; NON-DDP)INTERVIEWER: ☐ ON-SITE (DDP ONLY)

CATALOG. NO.	X	X	Z	Z
SIC. CODE	A	A		
SIZE CODE				
AREA CODE				
STUDY CODE				
DATE	0		7	8
	MM	DD	YY	

COMPANY: _____

UNITS: (EMPLOYEES, ASSETS, ENROLLMENT,
BEDS, POPULATION OR REVENUE):

ADDRESS: _____

KEY: XX: DDP SEGMENT (01 - 12)
ZZ: INTERVIEW NO. (00 - 99)**INDUSTRY**

- | | | |
|---|---|---|
| <input type="checkbox"/> 01: WHOL. (EMPL) | <input type="checkbox"/> 05: AERO/MOTOR (EMPL) | <input type="checkbox"/> 09: HOSP. (BEDS) |
| <input type="checkbox"/> 02: RET (EMPL) | <input type="checkbox"/> 06: MACH/FAB (EMPL) | <input type="checkbox"/> 10: CIT/CTY GOV. (POP) |
| <input type="checkbox"/> 03: PROC. (EMPL) | <input type="checkbox"/> 07: FIN. (ASSETS) | <input type="checkbox"/> 11: MOT. FRT. (REV) |
| <input type="checkbox"/> 04: PETROL. (EMPL) | <input type="checkbox"/> 08: SCH. DIST. (ENROL) | <input type="checkbox"/> 12: COLL. (ENROL) |

INTERVIEWS

NAME	TITLE	TELEPHONE NO.

SUMMARY**REFERENCES**

USER QUESTIONNAIRE - TELEPHONEA. DEMOGRAPHICS (INDUSTRY ORIENTED)

1. Type of activity or activities at location (check)

- | | | | |
|----------|----------------|----------|--------------|
| a) _____ | Engineering | f) _____ | Retail Store |
| b) _____ | Manufacturing | g) _____ | School |
| c) _____ | Warehousing | h) _____ | Hospital |
| d) _____ | Administrative | i) _____ | Institution |
| e) _____ | Sales | j) _____ | Other |

2. Type of respondent location:

- a) _____ Multiple unit enterprise corporation headquarters
- b) _____ Lower level headquarters (division, subsidiary, etc.)
- c) _____ Non-headquarters remote location (branch, plant, etc.)
- d) _____ Single unit enterprise (sole company location)

3. Description of business: (total business if enterprise; location's business only for establishment)

- a) SIC code:
- b) Description of products and/or services offered:

B. DDP - GENERAL

4. Experience of interviewee with EDP, DDP:

5. What is your definition of DDP? (Note: We give our definition of DDP now, if required)

6. Are you doing any DDP now? (By our definition which may or may not include communications)

a) Yes _____

b) No _____

7. Are you now or have you planned on installing DDP with communications? (even without host!)

a) Yes _____ Date: * Make appointment for on-site interview.

b) No _____ (If "NO", continue telephone interview through #11)

c) If "no", why not?

d) (i) Where are any other parts of the company using/planning DDP?
(Name & Location)

(ii) What application?

* good-by, see you at our meeting

(continue for non-users)

(For non-user, present or future: through #11)

8. a) What do you believe are strengths/weaknesses of DDP?

b) What must happen for you to consider DDP?

c) When do you next expect to evaluate DDP and for what key applications?

d) Would you go DDP if vendor offered applications software?

C. INSTALLED BASE AT LOCATION

9. Describe relationship or tie-ins with other systems (e.g., process control, order entry, office operations, etc.)

a)

b)

c)

d)

10. Systems installed (indicate minicomputers if potentially DDP)

a) Quantity	b) Make/Model	c) Year Installed

d) Primary Applications Performed

11. Enterprise Organization
(Complete functional, geographic, manpower and reporting structure
and indicate respondent)

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<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
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<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

* Thank you and "Good-by."

**DISTRIBUTED DATA PROCESSING
(D.D.P.)**

**USER
QUESTIONNAIRE**

MARCH-MAY 1978

INPUT
2180 Sand Hill Road
Menlo Park, CA 94025
(415) 854-3422

INPUT

DDP USERS (ON-SITE INTERVIEW) - FOR ACTUAL/PLANNED DDP USER

12. Primary applications performed at this site:
- a)
 - b)
 - c)
13. Describe relationship or tie-ins with other systems (e.g., process control, order entry, office operations, etc.)
- a)
 - b)
 - c)
 - d)

14. For your company, what impact do you think the following factors will have on DDP? (Encircle v and check i, ii, iii, iv)
- a) Satellite, VAN, or other communications trends:
- (i) _____ Major
 - (ii) _____ Some
 - (iii) _____ Minimal
 - (iv) _____ No
 - (v) Increase/decrease (encircle) DDP
- b) Increase of automation of the office:
- (i) _____ Major
 - (ii) _____ Some
 - (iii) _____ Minimal
 - (iv) _____ No
 - (v) Increase/decrease (encircle) DDP
- c) Continuation of the present lack of DDP standardization:
- (i) _____ Major
 - (ii) _____ Some
 - (iii) _____ Minimal
 - (iv) _____ No
 - (v) Increase/decrease (encircle) DDP
- d) Increase of software/hardware compatibility:
- (i) _____ Major
 - (ii) _____ Some
 - (iii) _____ Minimal
 - (iv) _____ No
 - (v) Increase/decrease (encircle) DDP
- e) Constraints or restrictions by federal agency, power limitations, etc.:
- (i) _____ Major
 - (ii) _____ Some
 - (iii) _____ Minimal
 - (iv) _____ No
 - (v) Increase/decrease (encircle) DDP

15. a) Establishment/Enterprise (encircle one)
- b) Enterprise Organization - USA Only
(Complete functional, geographic, manpower and reporting structure
and indicate respondent)

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- c) Sketch the outline plan for all your actual/planned DDP system:
location(s), function(s), application(s) for business performed.

16. What DDP systems are installed/planned? (host and satellites)

a) When was the DDP host computer(s) installed? (19__,)

YEAR	(b) Installed/Planned (Make(s) and Model(s))	(c) Quantity	(d) Host(h) Remote(r)	(e) Hardware Cost (Exclude Software, Maintenance)
Now In- stalled and Date of Instal- lation				
1980:				
1983:				
1986:				

(f) *Key applications for DDP - Include codes (See <u>Application List</u> and <u>Applications Structure</u>)	(g) *Expense percentage (100%) spent/year by mode: (at remote locations only) (B) Batch (I) Interactive (E) Event Driven
	(B) _____ % (I) _____ % (E) _____ %
	(B) _____ % (I) _____ % (E) _____ %
	(B) _____ % (I) _____ % (E) _____ %
	(B) _____ % (I) _____ % (E) _____ %

*Refers to operator or I/O mechanism relationship to system, not communications.

17. Selection/Decision Procedures:

a) How was the decision made to go with DDP, and who was involved?

b) Who made the final product selection decision? (title and location)

18. Describe the justification procedure used and results:

19. What do you consider the most important factors in selecting a DDP vendor?

20. In your company, for each of the following items, do you have strong centralized control for DDP? (encircle)

a) System development:

(i) Currently: Yes/No

(ii) Planned: Yes/No

(iii) Don't Know: _____

b) Equipment procurement:

(i) Currently: Yes/No

(ii) Planned: Yes/No

(iii) Don't Know _____

- | FACTOR | Rating | Rank | Comment |
|--------------------------------|--------|------|---------|
| a) Product price/performance | | | |
| b) Product reliability | | | |
| c) Vendor image/viability | | | |
| d) Maintenance capability | | | |
| e) Ease of training and use | | | |
| f) Volume discounts | | | |
| g) Terms and conditions (eg:) | | | |

- | | | | | |
|----|---|--|--|--|
| a) | Vendor offers one stop hardware shopping (CPU and peripherals) | | | |
| b) | Compatibility of hardware | | | |
| c) | Offers language availability | | | |
| d) | Offers applications software | | | |
| e) | Compatibility of software
(eg: all communications,
language, data base, etc.) | | | |
| f) | Availability of network inter-
connect with software | | | |
| g) | Other (describe) | | | |

23. Whose budget absorbs the DDP expenses?

- a) _____ Corporate EDP
- b) _____ Location EDP
- c) _____ Division
- d) _____ End User
- e) _____ Other (explain)

24. What DP methods did or will DDP replace?

25. Description of data bases involved in DDP:

a) Will data base be distributed? YES _____ NO _____

(i) Why?

(ii) If "yes", describe:

b) Size of data bases at nodes: _____ M. Bytes

c) What is the method and frequency of synchronizing data bases?

26. Description of the DDP communications requirements:

a) Transmission methods (in time):

	<u>1978</u>	<u>1980-82</u>
(i) Batch	____%	____%
(ii) Interactive	____%	____%
	<u>100%</u>	<u>100%</u>

b) (i) Degree of dependency relationship by key or stringent application: For how long can the central and remote systems be uncoupled in a key application? _____ hours

(ii) What is the key application?

(iii) What do you do for backup?

c) What are your greatest concerns involving DDP communications?

27. Description of DDP software:

a) Source(s) for applications: (eg: in-house, vendor, other)

b) Languages required:

c) Data Base Management System (DBMS) relationships at remote and central:

d) Interconnect software required:

e) Other software features and functions required:

28. Maintenance is handled by whom (check):

	i Vendor	ii User	iii 3rd Party	iv Other
a) Hardware				
b) Applications Software				
c) Communications Hardware				
d) Communications Software				

29. For your DDP system, rate the following factors as to importance concerning your data security needs:

(1 = very important; 5 = unimportant)
(Present/future)

- a) Positive user identification
- b) Hardware identification
- c) Communications encryption
- d) Data storage encryption
- e) Security journalling for audit trail
- f) Other: (Describe)

Large*	Small*

30. a) How would you rate your satisfaction with DDP? (1 = outstanding; 5 = very poor): _____

b) Why?

31. What do you believe are the most important criteria for the success/failure of DDP in your industry?

32. Positive factors of DDP:

a)

b)

c)

33. Negative factors of DDP:

a)

b)

c)

34. What is the single greatest motivator for going to DDP?

35. What five companies do you believe are the most influential in promoting the success of DDP? (in order) Why? (products, services, etc.)

a)

b)

c)

d)

e)

36. What five companies do you believe are the most inhibiting in promoting the success of DDP? (in order) Why? (products, services, etc.)

a)

b)

c)

d)

e)

APPLICATIONS LIST

COMMON APPLICATIONS

- 1 Billing
- 2 Inventory Accounting/Control
- 3 Accounts Receivable
- 4 Sales Analysis
- 5 Order Entry
- 6 Payroll and Labor Distribution
- 7 Accounts Payable
- 8 General Ledger
- 9 Cost Accounting
- 10 Job Costing
- 11 Purchase Order Writing
- 12 Receiving
- 13 Shipping
- 14 Personnel Records
- 15 Fixed Asset Accounting
- 16 Facilities/Equipment Maintenance
- 17 Budget Administration
- 18 Tax and Government Reporting
- 19 Stockholder Records
- 20 Mailings/Mailing Lists
- 21 Data Servicing Other Companies
- 22 Math/Statistical Analysis
- 23 Word Processing
- 24 Engineering/Research/Advanced Mgt. Computing
- 25 Remote Job Entry

DISTRIBUTION

- 26 Route Accounting
- 27 Big Ticket Inquiry/Reservation
- 28 Order Allocation
- 29 Stock Replenishment
- 30 Shelf Price Labels
- 31 Credit Authorization
- 32 Cash Management
- 33 Sales Audit
- 34 Other Distribution Applications

EDUCATION

- 35 Computer Education
- 36 Student Problem Solving
- 37 Computer Assisted Instruction
- 38 Student Records
- 39 Grade (Mark) Reporting
- 40 Student Scheduling
- 41 Attendance Accounting
- 42 Admissions/Registration
- 43 Alumni Records
- 44 Fund Raising
- 45 Census
- 46 Student Activities
- 47 Student Financial Aid
- 48 Supplies/Inventory
- 49 Other Education Applications

FINANCE

- 50 Demand Deposit Accounting
- 51 Saving Loan Deposit Accounting
- 52 Consumer Loans
- 53 Mortgage Loans
- 54 Commercial Loans
- 55 Proof of Deposit
- 56 Transit
- 57 Personal Trust
- 58 Corporate Trust
- 59 Customer Information System
- 60 Investment Management
- 61 On-Line Teller System
- 62 Correspondent Bank Servicing
- 63 Other Finance Applications

GOVERNMENT

- 64 Elections and Registration
- 65 Document Retrieval
- 66 Bill Status/Index/Retrieval
- 67 Appropriation Accounting
- 68 Income Tax
- 69 Property Tax
- 70 Other Tax
- 71 Licensing
- 72 All Other Revenues Accounting
- 73 Traffic Citation Processing
- 74 Welfare and Social Assistance
- 75 Vehicle Registration
- 76 Other Government Applications

HOSPITALS AND HEALTH

- 77 Third Party Claims
- 78 Admissions and Discharge
- 79 Patient Identification
- 80 Bed Availability/Census
- 81 Medical Records and Statistics
- 82 Automated Patient Records
- 83 Laboratory Reporting
- 84 Medicare Cost Allocation
- 85 Supplies Inventory
- 86 Cafeteria/Menu
- 87 Other Health Applications

HOTELS AND MOTELS

- 88 Front Office
- 89 Back Office
- 90 Reservations

INSURANCE

- 91 File Maintenance
- 92 Policy Accounting
- 93 Commission Accounting
- 94 Policy Issue/Renewals
- 95 Claims Processing
- 96 Policyholder's Services
- 97 Acturial and Statistical
- 98 Agency Accounting
- 99 Reinsurance Administration
- 100 Other Insurance Applications

LEGAL

- 101 Time Accounting
- 102 Disbursement Accounting

PUBLIC ACCOUNTING

- 103 Client Accounting
- 106 Time Accounting

MANUFACTURING

- 104 Bill of Material Maintenance
- 105 Engineering and Production Data
- 107 Demand Forecasting
- 108 Order Tracking and Inquiry
- 109 Materials Requirements Planning
- 110 Inventory Management/Acctg.
- 111 Shop Loading
- 112 Order Release
- 113 Shop Scheduling
- 114 Material Move Control
- 115 Stores Inventory Control
- 116 Product Costing/Estimating
- 117 Equipment Acctg. and Location Control
- 118 Project Management and Control
- 119 Cash Management
- 120 Numeric Controlled Tools
- 121 Time and Attendance
- 122 Shop Floor Data Collection
- 123 Other Manufacturing Applications

MEDIA

- 124 Classified Advertising
- 125 Media Analysis
- 126 Broadcasting Log
- 127 Other Media Applications

REAL ESTATE

- 128 Property Management
- 129 Listings and Sales

SECURITIES

- 130 P&S
- 131 Stock Record/Dividends
- 132 Clearing
- 133 Bookkeeping/Statements
- 134 Name and Address Maintenance
- 135 Margin and Cash Accounting
- 136 Certificate Safekeeping
- 137 Commission Analysis
- 138 Portfolio Applications
- 139 Mutual Fund Accounting
- 140 Firm Trading Accounting
- 141 Commodities Accounting
- 142 Options Accounting
- 143 Other Securities Applications

MOTOR FREIGHT

- 144 Freight Bill Entry
- 145 Interline Payables
- 146 Shipment Analysis
- 147 Owner/Operator Accounting
- 148 Rate Analysis
- 149 Equipment Inventory
- 150 Other Motor Freight Applications

RAILROADS

- 151 Revenue Accounting
- 152 Car Accounting
- 153 Freight Forwarder Accounting
- 154 Other Transportation Applications

UTILITIES COMMUNICATIONS

- 155 Customer Records
- 156 Revenue Accounting
- 157 Materials Management

UTILITIES POWER

- 158 Customer Records
- 159 Revenue Accounting
- 160 Materials Management

APPLICATION STRUCTURE

1000	<u>Industrial Automation</u>
1100	Process Control
1110	Continuous Processes
1120	Batch Processes
1200	Test and Inspection
1210	Electrical Test and Inspection
1220	Other Test and Inspection
1300	Production Monitoring
1400	Discrete Piece Manufacturing
1410	Metalworking Machine Control (CNC, DNC)
1420	Other Metalworking Equipment
1430	Electronic Production Equipment
1440	Non-Metalworking Equipment
1450	N. C. Tape Preparation
1500	Analytical Laboratory Systems
1510	Lab Automation
1520	Instrument Automation
1530	Experiment Monitoring
1600	Materials Handling
1610	Automatic Storage and Retrieval
1620	Complex Conveyor Systems
1900	Other Industrial Automation
2000	<u>Specialized Control and Data Acquisition</u>
2100	Building Environment
2111	Energy Conservation
2112	Facilities Management and Security

2120	Other Environment Monitoring
2121	Air and Water Quality
2122	Auto Emissions
2200	Transportation
2210	Maritime
2220	Railroads
2230	Auto Traffic Control
2240	Air Traffic Control/Dispatch
2300	Simulation
3000	<u>Communication</u>
3100	Concentrator/Multiplexor
3200	Front End Processing
3300	GSD Communication Controller
3400	Message Switching
3500	Telephone Switching and Monitoring
3510	Switching
3520	Monitoring
4000	<u>Transaction Processing</u>
4100	Plant Floor Systems
4200	Industry Terminal Systems
4210	Hospital
4220	Banking
4230	Point of Sale
4290	Other Industry Terminals
5000	<u>Business Data Processing</u>
5100	Distributed Host Support
5110	Key Entry
5120	Remote Batch

5130	Combined RJE/KE Terminal Systems
5140	Peripheral Equipment Controller
5200	Distributed Processing - Host Dependent
5220	Multi-Functional Workstation Systems
5300	Standalone Business D. P.
5310	Distributed Business Processing - Large Account
5320	Business Systems - Small Account
6000	<u>Scientific Computation</u>
6100	Problem Solving
6110	Engineering/Scientific Applications
6120	Civil Engineering
6130	Timesharing Systems
6200	Instructional
6210	GAI
6220	Computer Lab
6230	Administrative/Education
7000	<u>Graphics</u>
7100	Graphic Arts
7200	Design and Drafting Automation
8000	<u>Office Automation</u>
8100	Text Processing
8200	Electronic Correspondence
8300	Administrative Document Storage and Retrieval
9000	<u>Other Applications</u>
9100	Government
9110	Government Known
9120	Government Classified
9200	Miscellaneous/Emerging New

APPENDIX C: INTERVIEW PROGRAM

APPENDIX C: INTERVIEW PROGRAM

- Individuals that were contacted during the course of this study were generally the senior data processing official at the host site in each of the respondent enterprises distributed across 12 industry sectors. They were frequently DP Managers, Vice Presidents, and Directors of Management Information Services/Systems and were screened to determine their DDP qualifications.
- Remote site interviews were generally conducted with senior operating management most of whom did not have professional DP experience or a DP professional staff as such.
- All interviews from which data in this study are derived were performed by means of a personal contact and included:
 - On-site interviews which lasted from 1-4 hours as a function of the respondents' experience, sophistication and time availability.
 - Telephone interviews which lasted from 5-25 minutes depending upon the respondents' DDP (or frequently DP) experience and most importantly their level of cooperation.
- A total of 92 enterprises were visited throughout the United States and host interviews completed. These resulted in 21 remote interviews; most of which were geographically quite separate from the host.

- These on-site respondents proved to be extremely cordial and cooperative and in many instances believed they gained some insights into DDP as a result of the interview process.
- A total of 138 telephone interviews were completed with non-DDP respondents.
- Six on-site interviews were conducted with non-DDP respondents in the distribution industries in order to gather more detailed information.
- INPUT estimates that at least 200 additional enterprises were contacted, which for a variety of reasons did not yield any information. Less than 10 of these claimed they were doing DDP but either refused an on-site interview or simply did not wish to discuss their DDP program.
- Respondents that were contacted and interviewed were chosen from information provided by IBM as well as from random enterprise selections made by INPUT.
- Every effort was made initially to confine interviews to the enterprise sizes in each industry sector that were delineated by IBM. Deviations resulted either by chance or as a result of difficulties encountered by INPUT in finding qualified DDP respondents within the GSD-I class of enterprises.
- Complete anonymity was maintained such that all respondents did not know that IBM was the sponsor of the study. Alternately, the names of respondents or the identity of their companies was not disclosed to IBM.

**APPENDIX D: EXHIBITS (DDP AND
NON-DDP RESPONDENTS**

APPENDIX D: EXHIBITS (DDP AND NON-DDP RESPONDENTS)

- The following tables represent an overview of statistics gathered for this study. This analysis quantifies a large amount of qualitative data establishing a basis of comparison for open ended questions. The responses have been defined, categorized, "binned" and ranked in order to present in tabular format a summary of the raw interview data.
- In addition to the quantifying of qualitative responses, INPUT has established ranges for much of the quantitative data reported. In this way frequency of responses for particular ranges can be calculated and compared.
- Fitting the English language into categories defined after the fact is an interpretative process. INPUT has attempted to keep distortion to a minimum and where necessary analysts have been consulted to further clarify responses.
- In order to exercise the greatest latitude in capturing responses, INPUT has allowed multiple responses for most open ended questions. For this reason the total number of respondents will not necessarily equal the number of responses for any given question.
- The scope of this study was such as to cross twelve distinct industry sectors. Accordingly, many interviews resulted in some very industry-specific responses. The task of keeping categories general enough to be applicable across all industries, but specific enough to be meaningful to any one analyst was a formidable one. INPUT believes the following represents a reasonable compromise between these two criteria permitting a basis for comparison.

- An added factor to consider in the coding scheme was the use of two similar but distinct versions of the questionnaire. INPUT's goal was to fit as much as possible of the 1/20/78 questionnaire into the "bins" dictated by the 2/27/78 version in order to take full advantage of all available information.
- Wherever appropriate, tables are ranked in descending order of types of responses followed by "OTHER."
- The TOTAL line in each table refers to the total number of respondents in that category (i.e., industry). It should be used as a comparison against total responses within the category.
- Note that tables are sorted by questionnaire sequence. The associated table numbers are for internal labeling and are not used as a sorting criteria. The question numbers appearing after the table title do appear in ascending order.
- The exhibits are presented in two major sections. The first section is labeled AAA and contains data from on-site respondents who answered questions 1-7 and 12-36. There are four sub-sections that include:
 - Total DDP Respondents.
 - Total Host Respondents.
 - Total Remote Respondents.
 - A special category of 6 non-DDP on-site interviews.

Each section has its own table of contents listing the exhibits.

- The second major section is labeled AA2 and contains telephone data from non-DDP respondents who answered questions 1-11 only.

- Question number 16, dealing with hardware (current and projected), appears only in the total category for qualified DDP respondents. Responses to the question clearly show the limited visibility respondents has with regard to their longer term hardware requirements.

TOTAL DDP RESPONDENTS

EXHIBITS - TOTAL DDP RESPONDENTS

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	Titles Of Interviewees
	Size Grouping Of Respondents
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QUES 12	Primary Applications Performed At This Site DDP
QUES 12	Application Structure
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QUES 27	Description Of DDP Software
QUES 28	Maintenance Handled By Whom?
QUES 29	Rate The Importance You Attach To The Following Factor Concern- ing Data Security Needs For Large Machines, Present
QUES 29	Rate The Importance You Attach To The Following Factor Concern- ing Data Security Needs For Large Machines, Future
QUES 29	Rate The Importance You Attach To The Following Factor Concern- ing Data Security Needs For Small Machines, Present
QUES 29	Rate The Importance You Attach To The Following Factor Concern- ing Data Security Needs For Large Machines, Future

- QUES 30 Rate Your Satisfaction With DDP
- QUES 31 Most Important Criteria For The Success/Failure Of DDP In Your Industry?
- QUES 32 Positive Factors Of DDP
- QUES 33 Negative Factors Of DDP
- QUES 34 Single Greatest Motivator For Going To DDP
- QUES 35 Companies Most Influential In Promoting The Success Of DDP
- QUES 36 Companies Most Inhibiting In Promoting The Success Of DDP

AAA STUDY
TABLE 7
TOTAL DDP RESPONDENTS
TITLES OF INTERVIEWEES

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	8	14	16	5	10	13	3	9	8	6	7	113
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
DATA PROCESSING	7	7	12	2	7	13	2	7	8	4	5	84
DIRECTOR,MANAGER, VP	87.5	50.0	75.0	40.0	70.0	100.0	66.7	77.8	100.0	66.7	71.4	74.3
VP-NON DATA		2										5
PROCESSING	14.3	14.3			14.3					16.7		4.4
DATA PROCESSING		3	2	1	2			1			2	13
OTHER MANAGEMENT	21.4	12.5	20.0	20.0	20.0			11.1			28.6	11.5
USER-REMOTE SITE	1	1	1							1		4
	12.5	7.1	6.3							16.7		3.5
OTHER		1	1	2	1		1	1				7
	7.1	6.3	40.0	10.0			33.3	11.1				6.2

AAA STUDY
TABLE 28

--INDUSTRY CLASSIFICATION--

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TABLE 8

TOTAL DDP RESPONDENTS

TYPE OF ACTIVITY AT LOW

INDUSTRY CLASSIFICATION

AAA STUDY

TABLE 30

TOTAL DDP RESPONDENTS
EXPERIENCE OF INTERVIEWEES WITH EDP & DDP-QUES. 4

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
8	14	16	5	10	14	13	3	9	8	6	7	113
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
EDP EXPERIENCE												
LESS THAN 1 YEAR												
1-2 YEARS		2			1					1		4
		12.5			7.1					16.7		3.5
3-4 YEARS		1		1	2							4
		6.3		10.0	14.3							3.5
5-6 YEARS			1				1					4
			20.0			7.7	33.3	11.1				3.5
7-8 YEARS	1	1		1	1			2	1		2	9
	7.1	6.3		10.0	7.1			22.2	12.5		28.6	8.0
9-10 YEARS	1	3	4	1	2	3		1		1	3	20
	12.5	21.4	25.0	10.0	14.3	23.1		11.1		16.7	42.9	17.7
11-14 YEARS	2	4		1	2		1	1	1		1	13
	25.0	28.6		10.0	14.3		33.3	11.1	12.5		14.3	11.5
15-20 YEARS	2	4	7	3	3	9		3	2	1	1	38
	25.0	28.6	43.8	30.0	21.4	69.2		33.3	25.0	16.7	14.3	33.6
MORE THAN 20 YEARS	2	1	1	3	1		1	1	3	1		14
	25.0	7.1	6.3	30.0	7.1		33.3	11.1	37.5	16.7		12.4
NONE	1											1
	12.5											.9
EXPERIENCE AS A USER ONLY												
	1									1		2
	7.1									16.7		1.8
DDP EXPERIENCE												
LESS THAN 1 YEAR												
1-2 YEARS	3	2	5	4	2	1	1	2	1	3	2	26
	37.5	14.3	31.3	80.0	20.0	7.1	33.3	22.2	12.5	50.0	28.6	23.0

EXPERIENCE OF INTERVIEWEES WITH EDP & DDP - QUES. 4

[illegible]

AAA STUDY
TABLE 1
TOTAL DDP RESPONDENTS
PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP.QUES12

	INDUSTRY CLASSIFICATION=====												
	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	8	14	16	5	10	14	13	3	9	8	6	7	113
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
ACCOUNTS RECEIVABLE	7	8	10	1	2	3		1	6	5	3	2	48
	87.5	57.1	62.5	20.0	20.0	21.4		33.3	66.7	62.5	50.0	28.6	42.5
ACCOUNTS PAYABLE	4	11	9	1	1	3		2	4	5	2	2	44
	50.0	78.6	56.3	20.0	10.0	21.4		66.7	44.4	62.5	33.3	28.6	38.9
GENERAL LEDGER	3	11	5	1	1	2	1	2	5	5	3	1	40
	37.5	78.6	31.3	20.0	10.0	14.3	7.7	66.7	55.6	62.5	50.0	14.3	35.4
PAYROLL & LABOR DISTRIBUTION	3	9	5	1	3	1	1	1	3	3	3	1	34
	37.5	64.3	31.3	20.0	30.0	7.1	7.7	33.3	33.3	37.5	50.0	14.3	30.1
INVENTORY ACCOUNTING CONTROL	5	10	3		2	2		1	1	4	1	1	30
	62.5	71.4	18.8		20.0	14.3		33.3	11.1	50.0	16.7	14.3	26.5
ORDER ENTRY	7	5	6		1	10					1		30
	87.5	35.7	37.5		10.0	71.4					16.7		26.5
BILLING	4	6	1	1	1	2			7	2	3		27
	50.0	42.9	6.3	20.0	10.0	14.3			77.8	25.0	50.0		23.9
SALES ANALYSIS	5	8	3		3	2					3		24
	62.5	57.1	18.8		30.0	14.3					50.0		21.2
BUDGET ADMINISTRATION	2	1	2					2	3	6	1	1	18
	25.0	7.1	12.5					66.7	33.3	75.0	16.7	14.3	15.9
PO WRITING	3	4	1		1			1		3	1	2	16
	37.5	28.6	6.3		10.0			33.3		37.5	16.7	28.6	14.2
PERSONNEL RECORDS	2	3			1			2	2	4		1	15
	25.0	21.4			10.0			66.7	22.2	50.0		14.3	13.3
COST ACCOUNTING	2	1	4		2				1	2		1	13
	25.0	7.1	25.0		20.0				11.1	25.0		14.3	11.5
MATH/STATISTICAL ANALYSIS		1	1		1				3	4	1	1	12
		7.1	6.3		10.0				33.3	50.0	16.7	14.3	10.6
SAVING LOAN DEPOSIT ACCOUNTING													12
													10.6

TOTAL DDP RESPONDENTS
PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP.QUES12

=====INDUSTRY CLASSIFICATION=====											=====	
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
DEMAND DEPOSIT ACCOUNTING												
						10						10
						76.9						8.8
JOB COSTING												
2		4		2			1					9
25.0		25.0		20.0			33.3					8.0
OTHER FINANCE APPLICATIONS												
						8						8
						61.5						7.1
INVENTORY MANAGEMENT ACCTG												
		1		1	5					1		8
		6.3		10.0	35.7					16.7		7.1
SHOP SCHEDULING												
		3		1	4							8
		18.8		10.0	28.6							7.1
STORES INVENTORY CONTROL												
		4		2	1					1		8
		25.0		20.0	7.1					16.7		7.1
RECEIVING												
2	3							1		1		7
25.0	21.4							11.1		16.7		6.2
SHIPPING												
2	4									1		7
25.0	28.6									16.7		6.2
FIXED ASSETS ACCOUNTING												
1					1			1	3	1		7
12.5					7.1			11.1	37.5	16.7		6.2
STOCK REPLENISHMENT												
3	3	1										7
37.5	21.4	6.3										6.2
STUDENT SCHEDULING												
				3							4	7
				100.0							57.1	6.2
CONSUMER LOANS												
						7						7
						53.8						6.2
MEDICAL RECORDS AND STATISTICS												
								6	1			7
								66.7	12.5			6.2
PRODUCT COSTING ESTIMATING												
		2		2	2					1		7
		12.5		20.0	14.3					16.7		6.2
ADMISSIONS/REGISTRATION												
							3				3	6
							100.0				42.9	5.3

AAA STUDY

TABLE 1

TOTAL DDP RESPONDENTS

PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP.QUES12

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
ADMISSIONS AND DISCHARGE												
								6				6
								66.7				5.3
AUTOMATED PATIENT RECORDS												
								5	1			6
								55.6	12.5			5.3
ORDER TRACKING AND INQUIRY												
1				1	4							6
12.5				10.0	28.6							5.3
MATERIALS REQUIREMENTS PLANNING												
		3		2	1							6
		18.8		20.0	7.1							5.3
PROJECT MANAGEMENT AND CONTROL												
				1	4					1		6
				10.0	28.6					16.7		5.3
FACILITIES/EQUIPMENT MAINTENANCE												
1								1	2	1		5
12.5								11.1	25.0	16.7		4.4
ENG.RESEARCH ADV.MGT.COMPUTING												
				2		1			2			5
				20.0		7.7			25.0			4.4
STUDENT RECORDS												
							2				3	5
							66.7				42.9	4.4
ALL OTHER REVENUES ACCOUNTING												
									5			5
									62.5			4.4
LABORATORY REPORTING												
								4	1			5
								44.4	12.5			4.4
BILL OF MATERIAL MAINTENANCE												
				2	2					1		5
				20.0	14.3					16.7		4.4
ENGINEERING AND PRODUCTION DATA												
		1		2	2							5
		6.3		20.0	14.3							4.4
SHOP LOADING												
		2		1	2							5
		12.5		10.0	14.3							4.4
ORDER RELEASE												
		2		1	2							5
		12.5		10.0	14.3							4.4
MAILINGS/MAILING LISTS												
1	1							1			1	4
12.5	7.1							11.1			14.3	3.5

TABLE	TOTAL	DDP	RESPONDENTS
1	100	100	100
2	100	100	100
3	100	100	100
4	100	100	100
5	100	100	100
6	100	100	100
7	100	100	100
8	100	100	100
9	100	100	100
10	100	100	100
11	100	100	100
12	100	100	100
13	100	100	100
14	100	100	100
15	100	100	100
16	100	100	100
17	100	100	100
18	100	100	100
19	100	100	100
20	100	100	100
21	100	100	100
22	100	100	100
23	100	100	100
24	100	100	100
25	100	100	100
26	100	100	100
27	100	100	100
28	100	100	100
29	100	100	100
30	100	100	100
31	100	100	100
32	100	100	100
33	100	100	100
34	100	100	100
35	100	100	100
36	100	100	100
37	100	100	100
38	100	100	100
39	100	100	100
40	100	100	100
41	100	100	100
42	100	100	100
43	100	100	100
44	100	100	100
45	100	100	100
46	100	100	100
47	100	100	100
48	100	100	100
49	100	100	100
50	100	100	100
51	100	100	100
52	100	100	100
53	100	100	100
54	100	100	100
55	100	100	100
56	100	100	100
57	100	100	100
58	100	100	100
59	100	100	100
60	100	100	100
61	100	100	100
62	100	100	100
63	100	100	100
64	100	100	100
65	100	100	100
66	100	100	100
67	100	100	100
68	100	100	100
69	100	100	100
70	100	100	100
71	100	100	100
72	100	100	100
73	100	100	100
74	100	100	100
75	100	100	100
76	100	100	100
77	100	100	100
78	100	100	100
79	100	100	100
80	100	100	100
81	100	100	100
82	100	100	100
83	100	100	100
84	100	100	100
85	100	100	100
86	100	100	100
87	100	100	100
88	100	100	100
89	100	100	100
90	100	100	100
91	100	100	100
92	100	100	100
93	100	100	100
94	100	100	100
95	100	100	100
96	100	100	100
97	100		

TOTAL OF RESPONDENTS
PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP.QUES12

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
REMOTE JOB ENTRY												
					1			1	2			4
					7.1			11.1	25.0			3.5
SHELF PRICE LABELS												
1	2							1				4
12.5	14.3							11.1				3.5
COMPUTER EDUCATION												
							2				2	4
							66.7				28.6	3.5
STUDENT PROBLEM SOLVING												
								1			3	4
							33.3				42.9	3.5
ATTENDANCE ACCOUNTING												
								3			1	4
							100.0				14.3	3.5
OTHER EDUCATION APPLICATIONS												
								1			3	4
							33.3				42.9	3.5
DEMAND FORECASTING												
		1	1	1								4
		6.3	20.0	10.0	7.1							3.5
OTHER MANUFACTURING APPLICATIONS												
		1										4
		6.3								16.7		3.5
OTHER MOTOR FREIGHT APPLICATIONS												
												4
										66.7		3.5
WORD PROCESSING												
								1	1			3
								11.1	12.5			2.7
ORDER ALLOCATION												
		1	2									3
		12.5	14.3									2.7
CREDIT AUTHORIZATION												
		1	2									3
		12.5	14.3									2.7
SALES AUDIT												
		1	1									3
		12.5	7.1									2.7
OTHER DISTRIBUTION APPLICATIONS												
		1	1									3
		12.5	7.1									2.7
COMPUTER ASSISTED INSTRUCTION												
											2	3
							33.3				28.6	2.7

PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP.QUES12

[illegible]

TABLE 1

	TOTAL	DDP	RESPONDENTS
1. How many times have you been to the beach in the last 12 months?	100	100	100
2. How many times have you been to the beach in the last 6 months?	100	100	100
3. How many times have you been to the beach in the last 3 months?	100	100	100
4. How many times have you been to the beach in the last 1 month?	100	100	100
5. How many times have you been to the beach in the last 1 week?	100	100	100
6. How many times have you been to the beach in the last 1 day?	100	100	100
7. How many times have you been to the beach in the last 1 hour?	100	100	100
8. How many times have you been to the beach in the last 15 minutes?	100	100	100
9. How many times have you been to the beach in the last 5 minutes?	100	100	100
10. How many times have you been to the beach in the last 1 minute?	100	100	100
11. How many times have you been to the beach in the last 30 seconds?	100	100	100
12. How many times have you been to the beach in the last 15 seconds?	100	100	100
13. How many times have you been to the beach in the last 5 seconds?	100	100	100
14. How many times have you been to the beach in the last 1 second?	100	100	100
15. How many times have you been to the beach in the last 1/2 second?	100	100	100
16. How many times have you been to the beach in the last 1/4 second?	100	100	100
17. How many times have you been to the beach in the last 1/8 second?	100	100	100
18. How many times have you been to the beach in the last 1/16 second?	100	100	100
19. How many times have you been to the beach in the last 1/32 second?	100	100	100
20. How many times have you been to the beach in the last 1/64 second?	100	100	100
21. How many times have you been to the beach in the last 1/128 second?	100	100	100
22. How many times have you been to the beach in the last 1/256 second?	100	100	100
23. How many times have you been to the beach in the last 1/512 second?	100	100	100
24. How many times have you been to the beach in the last 1/1024 second?	100	100	100
25. How many times have you been to the beach in the last 1/2048 second?	100	100	100
26. How many times have you been to the beach in the last 1/4096 second?	100	100	100
27. How many times have you been to the beach in the last 1/8192 second?	100	100	100
28. How many times have you been to the beach in the last 1/16384 second?	100	100	100
29. How many times have you been to the beach in the last 1/32768 second?	100	100	100
30. How many times have you been to the beach in the last 1/65536 second?	100	100	100
31. How many times have you been to the beach in the last 1/131072 second?	100	100	100
32. How many times have you been to the beach in the last 1/262144 second?	100	100	100
33. How many times have you been to the beach in the last 1/524288 second?	100	100	100
34. How many times have you been to the beach in the last 1/1048576 second?	100	100	100
35. How many times have you been to the beach in the last 1/2097152 second?	100	100	100
36. How many times have you been to the beach in the last 1/4194304 second?	100	100	100
37. How many times have you been to the beach in the last 1/8388608 second?	100	100	100
38. How many times have you been to the beach in the last 1/16777216 second?	100	100	100
39. How many times have you been to the beach in the last 1/33554432 second?	100	100	100
40. How many times have you been to the beach in the last 1/67108864 second?	100	100	100
41. How many times have you been to the beach in the last 1/134217728 second?	100	100	100
42. How many times have you been to the beach in the last 1/268435456 second?	100	100	100
43. How many times have you been to the beach in the last 1/536870912 second?	100	100	100
44. How many times have you been to the beach in the last 1/1073741824 second?	100	100	100
45. How many times have you been to the beach in the last 1/2147483648 second?	100	100	100
46. How many times have you been to the beach in the last 1/4294967296 second?	100	100	100
47. How many times have you been to the beach in the last 1/8589934592 second?	100	100	100
48. How many times have you been to the beach in the last 1/17179869184 second?	100	100	100
49. How many times have you been to the beach in the last 1/34359738368 second?	100	100	100
50. How many times have you been to the beach in the last 1/68719476736 second?	100	100	100
51. How many times have you been to the beach in the last 1/137438953472 second?	100	100	100
52. How many times have you been to the beach in the last 1/274877906944 second?	100	100	100
53. How many times have you been to the beach in the last 1/549755813888 second?	100	100	100
54. How many times have you been to the beach in the last 1/1099511627776 second?	100	100	100
55. How many times have you been to the beach in the last 1/2199023255552 second?	100	100	100
56. How many times have you been to the beach in the last 1/4398046511104 second?	100	100	100
57. How many times have you been to the beach in the last 1/8796093022208 second?	100	100	100
58. How many times have you been to the beach in the last 1/17592186044416 second?	100	100	100
59. How many times have you been to the beach in the last 1/35184372088832 second?	100	100	100
60. How many times have you been to the beach in the last 1/70368744177664 second?	100	100	100
61. How many times have you been to the beach in the last 1/140737488355328 second?	100	100	100
62. How many times have you been to the beach in the last 1/281474976710656 second?	100	100	100
63. How many times have you been to the beach in the last 1/562			

PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP.QUES12

[illegible]

TABLE 1

TOTAL DDP RESPONDENTS

PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP.QUES12

[illegible]

TOTAL DOP RESPONDENTS
APPLICATION STRUCTURE -QUES. 12

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	8	14	16	5	10	13	3	9	8	6	7	113
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
DISTRIBUTED PROCESSING-HOST DEPENDENT	2	4	7	2				3		1		19
	25.0	28.6	43.8	20.0				33.3		16.7		16.8
COMBINED RJE KE TERMINAL SYSTEMS	1	1	3	1	2	7			1			16
	12.5	7.1	18.8	20.0	20.0	50.0			12.5			14.2
BANKING												9
						69.2						8.0
STANDALONE BUSINESS D.P.		2	6				1					9
		14.3	37.5				33.3					8.0
DISTRIBUTED HOST SUPPORT	2	3						1			1	7
	25.0	21.4						11.1			14.3	6.2
REMOTE BATCH	2	2	1	1								7
	25.0	14.3	6.3	20.0								6.2
MULTI-FUNCTIONAL WORKSTATION SYSTEMS		1	2	1	1			2				7
		7.1	12.5	20.0	10.0			22.2				6.2
DISTRIBUTED BUSINESS PROCESSING-LARGE ACCOUNT	1		1	1		4						7
	12.5		6.3	10.0		30.8						6.2
ADMINISTRATIVE EDUCATION							3	1			3	7
							100.0	11.1			42.9	6.2
BUSINESS SYSTEMS-SMALL ACCOUNT	1		4		1							6
	12.5		25.0		7.1							5.3
PRODUCTION MONITORING		1	1	1	1					1		5
		7.1	6.3	10.0	7.1					16.7		4.4
KEY ENTRY	1		2		1				1			5
	12.5		12.5		7.1				12.5			4.4
PLANT FLOOR SYSTEMS												3
												2.7

000023

TABLE 41
TOTAL DDP RESPONDENTS
APPLICATION STRUCTURE

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
HOSPITAL												
								33.3	3			3
												2.7
COMPUTER LAB												
				1				33.3	1		1	3
				10.0							14.3	2.7
DISCRETE PIECE												
				1						1		2
MANUFACTURING												
				10.0						16.7		1.8
INSTRUMENT												
				1				11.1				2
				10.0								1.8
SPECIALIZED CONTROL												
								11.1	1			2
AND DATA ACQUISITION												
									12.5			1.8
TRANSACTION												
	1											2
	7.1											1.8
POINT OF SALE												
	2											2
	14.3											1.8
GRAPHICS												
				1						1		2
				10.0						16.7		1.8
DESIGN AND DRAFTING												
				2								2
AUTOMATION												
				20.0								1.8
GOVERNMENT KNOWN												
									2			2
									25.0			1.8
PROCESS CONTROL												
				1								1
				10.0								.9
TEST AND INSPECTION												
				1								1
				10.0								.9
LAB AUTOMATION												
								11.1				1
												.9
BUILDING												
								11.1				1
ENVIRONMENT												
												.9
OTHER ENVIRONMENT												
									1			1
MONITORING												
									12.5			.9

=====INDUSTRY CLASSIFICATION=====										
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL										
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
AIR AND WATER QUALITY				1 10.0						
MESSAGE SWITCHING									1 12.5	
INDUSTRY TERMINAL SYSTEMS					1 7.1					
SCIENTIFIC COMPUTATION				1 10.0						
ENGINEERING SCIENTIFIC APPLICATIONS			1 20.0							
GRAPHIC ARTS				1 10.0						
OFFICE AUTOMATION									1 12.5	
ADMINISTRATIVE DOCUMENT STORAGE AND RETRIEVAL										1 14.3
MISCELLANEOUS EMERGING NEW					1 7.1					

AAA STUDY
TABLE 31
TOTAL DDP RESPONDENTS
TIE-INS WITH OTHER SYSTEMS QUES.13

=====INDUSTRY CLASSIFICATION=====														
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL		
8	14	16	5	10	14	13	3	9	8	6	7	113		
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0		
YES, TIE-INS WERE														
3	5	4	3	6	11	1	1	3	2	1	6	46		
37.5	35.7	25.0	60.0	60.0	78.6	7.7	33.3	33.3	25.0	16.7	85.7	40.7		
REPORTED PRESENT OR														
PLANNED														
NO TIE-INS REPORTED														
5	8	12	2	3	2	12	2	6	6	4	1	63		
62.5	57.1	75.0	40.0	30.0	14.3	92.3	66.7	66.7	75.0	66.7	14.3	55.8		

TOTAL DDP RESPONDENTS
FOR YOUR COMPANY WHAT IMPACT WILL THE FOLLOWING HAVE ON DDP? QUES. 14

=====INDUSTRY CLASSIFICATION=====													=====			
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL				

TOTAL	8	14	16	5	10	14	13	3	9	8	6	7	113			
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0			
SATELLITE, VAN, OR OTHER COMMUNICATION TRENDS?																
MAJOR	2	6	3	2	2	7	2		1	2	2		29			
25.0	42.9	18.8	40.0	20.0	50.0	15.4		11.1	25.0	33.3			25.7			
SOME	1	3	5	1	2	4	1	3		1		3	26			
12.5	21.4	31.3	20.0	20.0	28.6	7.7	100.0	22.2	12.5			42.9	23.0			
MINIMAL	1	2	4		4		6		2	1	2	2	23			
12.5	14.3	25.0		40.0		46.2		11.1	25.0	16.7	28.6		20.4			
NO	2	3	4	2	1	2	3		3	1	2	2	28			
25.0	21.4	25.0	40.0	10.0	14.3	23.1		55.6	37.5	16.7	28.6		24.8			
INCREASE DDP	6	9	15	2	5	10	7	3	5	3	3	3	71			
75.0	64.3	93.8	40.0	50.0	71.4	53.8	100.0	33.3	62.5	50.0	42.9		62.8			
DECREASE DDP				1									1			
				20.0									.9			
INCREASE OF AUTOMATION OF THE OFFICE?																
MAJOR		1	4		1	4			4	2			16			
		7.1	25.0		10.0	28.6		44.4	25.0				14.2			
SOME	3	3	6	3	1	3	3		3	2	1	3	31			
37.5	21.4	37.5	60.0	10.0	21.4	23.1		33.3	25.0	16.7	42.9		27.4			
MINIMAL	2	4	2		5	4	3			3	3	3	28			
25.0	28.6	12.5		50.0	28.6	23.1	66.7		37.5		42.9		24.8			
NO	2	6	4	2	2	2	6		1	3	1	32	28.3			
25.0	42.9	25.0	40.0	20.0	14.3	46.2	33.3	22.2	12.5	50.0	14.3					
INCREASE DDP	4	6	13	4	6	7	5	5	5	1	4	4	62			
50.0	42.9	81.3	80.0	60.0	50.0	38.5	66.7	55.6	62.5	16.7	57.1		54.9			
DECREASE DDP													1			
													.9			

AAA STUDY
TABLE 10
TOTAL DDP RESPONDENTS
FOR YOUR COMPANY WHAT

IMPACT WILL THE FOLLOWING HAVE ON DDP?QUES.14

=====INDUSTRY CLASSIFICATION=====											-----	
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL

CONTINUATION OF												
PRESENT LACK OF												
DDP STANDARDIZATION												
MAJOR												
1	5	6		1	5	2		3	1	1	1	26
12.5	35.7	37.5		10.0	35.7	15.4		33.3	12.5	16.7	14.3	23.0
SOME												
1	4	6		3	2	6		4	3	2	2	37
12.5	28.6	37.5	40.0	30.0	14.3	46.2	66.7	44.4	37.5	33.3	28.6	32.7
MINIMAL												
3	1	3		2	4	2		2	1	1	2	24
37.5	7.1	18.8	40.0	20.0	28.6	15.4	33.3	22.2	12.5	16.7	28.6	21.2
NO												
2	4	1		3	2	2			3		2	20
25.0	28.6	6.3	20.0	30.0	14.3	15.4			37.5		28.6	17.7
INCREASE DDP												
1	1	2			2				1			7
12.5	7.1	12.5			14.3				12.5			6.2
DECREASE DDP												
4	8	10		6	6	8		5	3	4	2	60
50.0	57.1	62.5	60.0	60.0	42.9	61.5	33.3	55.6	37.5	66.7	28.6	53.1
INCREASE OF												
HARDWARE/SOFTWARE												
CAPABILITY												
MAJOR												
3	4	10		4	3			2	4		1	32
37.5	28.6	62.5		40.0	21.4		33.3	22.2	50.0		14.3	28.3
SOME												
	6	3		3	7	7		4	2	1	4	40
	42.9	18.8	60.0	30.0	50.0	53.8		44.4	25.0	16.7	57.1	35.4
MINIMAL												
2	3	1		1	2	3		3	1	2	1	22
25.0	21.4	6.3	20.0	10.0	14.3	23.1	66.7	33.3	12.5	33.3	14.3	19.5
NO												
2	1	2		1	1	2			1	1	1	13
25.0	7.1	12.5	20.0	10.0	7.1	15.4			12.5	16.7	14.3	11.5
INCREASE DDP												
5	10	11		6	9	7		5	5	3	3	69
62.5	71.4	68.8	60.0	60.0	64.3	53.8	66.7	55.6	62.5	50.0	42.9	61.1
DECREASE DDP												
1	1	2			1				1			6
12.5	7.1	12.5			7.1				12.5			5.3

TABLE 10

TOTAL DDP RESPONDENTS

FOR YOUR COMPANY WHAT IMPACT WILL THE FOLLOWING HAVE ON DDP?QUES.14

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
MAJOR	4	3		1	1	3	1	3	2		1	19
	28.6	18.8		10.0	7.1	23.1	33.3	33.3	25.0		14.3	16.8
SOME	2	3	4	5	5	7		2	3		3	35
	25.0	21.4	25.0	20.0	35.7	53.8		22.2	37.5		42.9	31.0
MINIMAL	1	4	1	2	4	1				2	1	16
	12.5	25.0	20.0	20.0	28.6	7.7				33.3	14.3	14.2
NO	3	5	3	1	3	1	2	4	3	2	2	34
	37.5	35.7	31.3	10.0	21.4	7.7	66.7	44.4	37.5	33.3	28.6	30.1
INCREASE		4	11	6	2	7	3	3	2		1	41
		28.6	68.8	60.0	14.3	53.8	100.0	33.3	25.0		14.3	36.3
DECREASE	2	4	1	1	7	2		1	2	2	3	25
	25.0	28.6	6.3	20.0	50.0	15.4		11.1	25.0	33.3	42.9	22.1

CONSTRAINTS BY
FEDERAL AGENCIES,
POWER LIMITATIONS

AAA STUDY

TABLE 18

TOTAL DDP RESPONDENTS

OUTLINE THE PLAN FOR YOUR ACTUAL/PLANNED DDP SYSTEM-QUES.15C

=====INDUSTRY CLASSIFICATION=====													=====			
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL				
TOTAL	8	14	16	5	10	14	13	3	9	8	6	7	113			
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0			
RING WITH HOST	1												6			
	7.1										2	3	25.0			
RING WITHOUT HOST													3			
													50.0			
STAR	6	5	11	3	5	5	2	1	6	3		2	49			
	75.0	35.7	68.8	60.0	50.0	35.7	15.4	33.3	66.7	37.5		28.6	43.4			
HIERARCHICAL	2	6	3	1	3	4	10	1	2	3	1	2	38			
	25.0	42.9	18.8	20.0	30.0	28.6	76.9	33.3	22.2	37.5	16.7	28.6	33.6			
HYBRID			1			3	1	1	1			1	8			
			6.3			21.4	7.7	33.3	11.1			14.3	7.1			
NOT YET DETERMINED	1	1			1							2	5			
OR OTHER	7.1	6.3			10.0							28.6	4.4			

AAA STUDY

HARDWARE BY VENDOR-QUESTION 16

1978-ECST INSTALLATIONS

INDUSTRY CLASSIFICATION													
VENDOR	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
IBM	7	10	8	2	7	7	10	1	5	5	2	5	69
DEC	1	1	1		1		4	2					10
NCR		2					2		1				5
BURROUGHS		1			1	1	1						3
HONEYWELL			1			1					1		3
UNIVAC	1	1										1	3
FOUR PHASE		2											2
DATA GENERAL											1		2
DATAPoint											2		2
HP		1											1
GENERAL AUTOMATION							1						1
HARRIS							1						1
MINI COMPUTER COMPANIES												1	1
OTHER	1	1	1		1	2	1						7
TOTAL	10	19	11	3	9	11	20	3	5	6	6	7	110

INPUT

AAA STUDY

HARDWARE BY VENDOR-QUESTION 16

1978-REMOTE INSTALLATIONS

INDUSTRY CLASSIFICATION												TOTAL			
VENDOR	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HQSP	CTY	MOT	COLL	TOTAL		
IBM	4	2	7	2	2	3	7		2	2	2	1	34		
DATAPoint	1	1	4				1				2		9		
DATA GENERAL		3		1	1				2				7		
DEC		1	1					2	1	2			7		
HP		1	1			2			1			2	7		
HONEYWELL	1		1	1	2								5		
BURROUGHS				1	1		2						4		
FOUR PHASE		1			1				1				3		
GENERAL AUTOMATION						3							3		
HARRIS	1	1											2		
SYCOR							2						2		
CDC			1										1		
NCR		1											1		
TEXAS INSTRUMENTS				1									1		
UNIVAC	1												1		
WANG							1						1		
OTHER	1	3	6	5		4	6		1	2	1	1	30		
TOTAL	9	14	21	11	7	12	19	2	8	6	5	4	118		

HARDWARE BY VENDOR-QUESTION 16

1980-HOST INSTALLATIONS-INCREMENTAL

INPUT

AAA STUDY
HARDWARE BY VENDOR QUESTION 16

1983-HOST INSTALLATIONS-INCREMENTAL

VENDOR	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
IBM	1		1	1	1							1	5
DEC							1					3	4
MINI COMPUTER COMPANIES										1			1
OTHER				1			1						2
TOTAL	1		1	2	1		2			1		4	12

AAA STUDY

HARDWARE BY VENDOR QUESTION 16

1980-REMOTE INSTALLATIONS-INCREMENTAL

VENDOR	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
MINI COMPUTER COMPANIES		2	2	1	3	2	4		1	2	1		18
IBM	2		2	1	1	1	3		4	1			15
DATAPOINT			3			2	2						7
HP		1	1						1	1	1	1	6
DEC		1	1		1			1		2			6
BURROUGHS						1	2						3
DATA GENERAL		1	1		1								3
FOUR PHASE					1		1		1				3
NCR			2										2
GENERAL AUTOMATION							1						1
HONEYWELL			1										1
MICRODATA							1						1
OTHER		2	2	4			1		2		1	1	13
TOTAL	2	9	13	6	7	6	14	2	9	6	3	2	79

INPUT

TABLE 42
TOTAL DDP RESPONDENTS
PRIMARY APPLICATIONS FOR DDP-QUES.16F

=====INDUSTRY CLASSIFICATION=====																
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL				
8	14	16	5	10	14	13	3	9	8	6	7	113				
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0				
ACCOUNTS RECEIVABLE																
6	6	7			2			3		2	2	28				
75.0	42.9	43.8			14.3			33.3		33.3	28.6	24.8				
BILLING																
5	2	3	2	1	4			4	1	3	1	26				
62.5	14.3	18.8	40.0	10.0	28.6			44.4	12.5	50.0	14.3	23.0				
INVENTORY ACCOUNTING																
4	5	2		2	5		1	1	1	3	2	26				
50.0	35.7	12.5		20.0	35.7		33.3	11.1	12.5	50.0	28.6	23.0				
ACCOUNTS PAYABLE																
3	7	5			3		1	2		3	2	26				
37.5	50.0	31.3			21.4		33.3	22.2		50.0	28.6	23.0				
ORDER ENTRY																
5	1	7	1	2	4			1	2	2		25				
62.5	7.1	43.8	20.0	20.0	28.6			11.1	25.0	33.3		22.1				
GENERAL LEDGER																
2	5	2			3	1	1	3	1	3	2	23				
25.0	35.7	12.5			21.4	7.7	33.3	33.3	12.5	50.0	28.6	20.4				
PAYROLL & LABOR																
2	3	3	1	1	3		1	2		3	1	21				
25.0	21.4	18.8	20.0	10.0	21.4	7.7	33.3	22.2		50.0	14.3	18.6				
BUDGET																
4	1			1	2		1	4	3	2	1	19				
50.0	7.1			10.0	14.3		33.3	44.4	37.5	33.3	14.3	16.8				
PERSONNEL RECORDS																
3					4		1	3	3	2	2	18				
37.5					28.6		33.3	33.3	37.5	33.3	28.6	15.9				
PO WRITING																
3	1			3	3		1	1	2		2	16				
37.5	7.1			30.0	21.4		33.3	11.1	25.0		28.6	14.2				
SALES ANALYSIS																
5	2	1			3				1	3		15				
62.5	14.3	6.3			21.4				12.5	50.0		13.3				
FIXED ASSETS																
3	1				2			2	1	2	1	12				
37.5	7.1				14.3			22.2	12.5	33.3	14.3	10.6				
COST ACCOUNTING																
1	1	1	1	1	2			1	1	2		11				
12.5	7.1	6.3	20.0	10.0	14.3			11.1	12.5	33.3		9.7				
JOB COSTING																
2		1	1	1	2		1	1	1	1	1	11				
25.0		6.3	20.0	10.0	14.3		33.3	11.1	12.5	16.7		9.7				

AAA STUDY
TABLE 42
TOTAL DDP RESPONDENTS
PRIMARY APPLICATIONS FOR DDP-QUES.16F

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
SHIPPING	2		1	2	3					2		10
	25.0		6.3	20.0	21.4					33.3		8.8
FACILITIES/EQUIPMENT	2		1		2			2		2	1	10
MAINTENANCE	25.0		6.3		14.3			22.2		33.3	14.3	8.8
MATH/STATISTICAL	1			1	2			1		1	2	10
ANALYSIS	12.5			10.0	14.3			11.1	25.0	16.7	28.6	8.8
SAVING LOAN DEPOSIT						10						10
ACCOUNTING						76.9						8.8
MAILINGS/MAILING	2		1		2					2	2	9
LISTS	25.0		6.3		14.3					33.3	28.6	8.0
ENG. RESEARCH	1		1		2					3	1	8
ADV. MGT. COMPUTING	12.5		6.3		14.3					50.0	14.3	7.1
DEMAND DEPOSIT						8						8
ACCOUNTING						61.5						7.1
ORDER TRACKING AND	1		2	2	3							8
INQUIRY	12.5		12.5	20.0	21.4							7.1
WORD PROCESSING	2	1			3						1	7
	25.0	7.1			21.4						14.3	6.2
COMPUTER ASSISTED							2				5	7
INSTRUCTION							66.7				71.4	6.2
STUDENT RECORDS							3				4	7
							100.0				57.1	6.2
STUDENT SCHEDULING							3		1		3	7
							100.0		12.5		42.9	6.2
CONSUMER LOANS						7						7
						53.8						6.2
PROJECT MANAGEMENT	1			1	2						1	7
AND CONTROL	12.5		12.5	10.0	14.3					16.7		6.2
OTHER MANUFACTURING			2		2					1		7
APPLICATIONS			12.5	40.0	14.3					16.7		6.2

TOTAL DDP RESPONDENTS
PRIMARY APPLICATIONS FOR DDP-QUES.16F

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
RECEIVING	1 12.5	1 6.3						2 22.2		1 16.7	1 14.3	6 5.3
STUDENT PROBLEM SOLVING			2 66.7								4 57.1	6 5.3
ADMISSIONS/REGISTRATION			2 66.7								4 57.1	6 5.3
OTHER FINANCE APPLICATIONS						5 38.5					1 14.3	6 5.3
MEDICAL RECORDS AND STATISTICS								6 66.7				6 5.3
SHOP SCHEDULING		2 12.5		2 20.0	2 14.3							6 5.3
TAX & GOV. REPORTING	2 25.0				2 14.3						1 14.3	5 4.4
ORDER ALLOCATION	2 25.0	1 6.3	1 20.0					1 11.1				5 4.4
COMPUTER EDUCATION							2 66.7				3 42.9	5 4.4
GRADE REPORTING							3 100.0				2 28.6	5 4.4
CUSTOMER INFORMATION SYSTEM						5 38.5						5 4.4
ADMISSIONS AND DISCHARGE								5 55.6				5 4.4
INVENTORY MANAGEMENT ACCTG		2 12.5		1 10.0	1 7.1					1 16.7		5 4.4
STORES INVENTORY CONTROL		3 18.8	1 20.0							1 16.7		5 4.4
TIME AND ATTENDANCE		2 12.5		1 10.0	1 7.1					1 16.7		5 4.4

AAA STUDY
TABLE 42[illegible]

	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
PROPERTY TAX										37.5			3 2.7
OTHER GOVERNMENT APPLICATIONS										37.5			3 2.7
AUTOMATED PATIENT RECORDS				1 20.0					2 22.2				3 2.7
ENGINEERING AND PRODUCTION DATA			2 12.5	1 20.0									3 2.7
MATERIALS REQUIREMENTS PLANNING			2 12.5		1 10.0								3 2.7
SHOP LOADING			2 12.5			1 7.1							3 2.7
MATERIAL MOVE CONTROL	1 12.5		1 6.3		1 10.0								3 2.7
NUMERIC CONTROLLED TOOLS	1 12.5		1 6.3								1 16.7		3 2.7
SHIPMENT ANALYSIS											3 50.0		3 2.7
OTHER MOTOR FREIGHT APPLICATIONS											3 50.0		3 2.7
ROUTE ACCOUNTING	1 12.5										1 16.7		2 1.8
SHELF PRICE LABELS	1 12.5										1 16.7		2 1.8
OTHER DISTRIBUTION APPLICATIONS	1 12.5		1 6.3										2 1.8
ALUMNI RECORDS												2 28.6	2 1.8
STUDENT FINANCIAL AID												2 28.6	2 1.8

AAA STUDY
TABLE 42[illegible]

	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
PROOF OF DEPOSIT							1 7.7						1 .9
PERSONAL TRUST							1 7.7						1 .9
CORPORATE TRUST			1 6.3										1 .9
CORRESPONDENT BANK SERVICING							1 7.7						1 .9
WELFARE AND SOCIAL ASSISTANCE									1 12.5				1 .9
THIRD PARTY CLAIMS									1 11.1				1 .9
SUPPLIES INVENTORY									1 11.1				1 .9
ACTUARIAL AND STATISTICAL									1 11.1				1 .9
REINSURANCE ADMINISTRATION							1 7.7						1 .9
ORDER RELEASE			1 6.3										1 .9
EQUIPMENT ACCTG AND LOCATION CONTROL			1 6.3										1 .9
CASH MANAGEMENT			1 6.3										1 .9
MEDIA ANALYSIS			1 6.3										1 .9
INTERLINE PAYABLES											1 16.7		1 .9
OWNER OPERATOR ACCOUNTING											1 16.7		1 .9

AAA STUDY
TABLE 42
TOTAL DDP RESPONDENTS
PRIMARY APPLICATIONS FOR DDP-QUES.16 F

=====INDUSTRY CLASSIFICATION=====													COLL		TOTAL		
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT							
RATE ANALYSIS															1	1	
														16.7		.9	
EQUIPMENT INVENTORY															1	1	
														16.7		.9	
NO APPLICATION																1	1
																33.3	.9

TABLE 32
TOTAL DDP RESPONDENTS
HOW WAS THE DECISION MADE TO GO WITH DDP?QUES.17A

		=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL		
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	8	14	16	5	10	14	13	3	9	8	6	7	113	
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	
DATA PROCESSING	7	7	13	3	7	11	10	1	8	5	5	3	80	
MANAGEMENT	87.5	50.0	81.3	60.0	70.0	78.6	76.9	33.3	88.9	62.5	83.3	42.9	70.8	
ANALYSIS														
STEERING/ADVISORY	1	2	1			3	6	1	3	4	1	2	24	
COMMITTEE	7.1	12.5	20.0			21.4	46.2	33.3	33.3	50.0	16.7	28.6	21.2	
EXECUTIVE DECISION	1	1	1		2						4	2	11	
	7.1	6.3	20.0		14.3						66.7	28.6	9.7	
EVOLUTIONARY PROCESS	3		1		1						3		8	
	21.4		20.0		7.1							42.9	7.1	
DP STUDY OF	1		1				1		1				5	
OTHER USERS	12.5		6.3	20.0			7.7		11.1				4.4	
EXPERIENCE														
OUTSIDE CONSULTANT		2	1			1							4	
RECOMMENDATION		14.3	6.3			7.1							3.5	
OTHER	1	1			1			1					4	
	12.5	7.1			10.0			33.3					3.5	

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
8	14	16	5	10	14	13	3	9	8	6	7	113
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
6	12	14	3	8	11	8	1	8	6	4	3	84
75.0	85.7	87.5	60.0	80.0	78.6	61.5	33.3	88.9	75.0	66.7	42.9	74.3
2	6	3	1	1	3	4		2	1	3	3	29
25.0	42.9	18.8	20.0	10.0	21.4	30.8		22.2	12.5	50.0	42.9	25.7
1	1	2	2	1	1	3	2	2	3	1	5	24
12.5	7.1	12.5	40.0	10.0	7.1	23.1	66.7	22.2	37.5	16.7	71.4	21.2
2	4	1			2	3	1	3		1	1	18
25.0	28.6	6.3			14.3	23.1	33.3	33.3		16.7	14.3	15.9
2	2	4		1	2				1	2		12
14.3		25.0		10.0	14.3				12.5	33.3		10.6
3	1	1	1	1		1					2	10
21.4	6.3	20.0	20.0	10.0		7.7		11.1			28.6	8.8

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TABLE 34

TOTAL DOP RESPONDENTS
WHO MADE THE FINAL PRODUCT SELECTION DECISION? QUES. 17B

=====INDUSTRY CLASSIFICATION=====														=====		
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL				
-----														-----		
TOTAL	8	14	16	5	10	14	13	3	9	8	6	7	113			
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0			
DP MANAGEMENT	4	11	11	3	5	8	8	1	5	5	3	3	67			
	50.0	78.6	68.8	60.0	50.0	57.1	61.5	33.3	55.6	62.5	50.0	42.9	59.3			
TOP EXECUTIVE OR ADMINISTRATIVE DECISION	2	2	4	2	3	5	4	2	3	3	2	3	35			
	25.0	14.3	25.0	40.0	30.0	35.7	30.8	66.7	33.3	37.5	33.3	42.9	31.0			
VP EXECUTIVE LEVEL NON-DP	1	4	1		2	1			3				12			
	12.5	28.6	6.3		14.3	7.7			33.3				10.6			
REMOTE SITE USER			1		1						1	1	4			
			6.3		7.1						16.7	14.3	3.5			
OTHER		1		1				1					3			
		7.1		10.0				33.3					2.7			

AAA STUDY

TABLE 35

TOTAL DDP RESPONDENTS

DESCRIBE THE JUSTIFICATION PROCEDURE USED IN THE DDP DECISION QUES.18

=====INDUSTRY CLASSIFICATION=====													TOTAL
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL		
TOTAL	8	14	16	5	10	14	13	3	9	8	6	7	113
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
COST/BENEFIT	7	10	10	3	7	7	11	3	2	7	2	5	74
	87.5	71.4	62.5	60.0	70.0	50.0	84.6	100.0	22.2	87.5	33.3	71.4	65.5
ADDITIONAL CAPABILITIES	3	2		1					1		1	2	10
	37.5	14.3		20.0					12.5		16.7	28.6	8.8
TIME SAVINGS	4	2		1			1	1					9
	50.0	14.3		20.0			7.7	11.1					8.0
MAINFRAME CAPACITY	1	1	1			1		1				2	7
	12.5	7.1	6.3			7.1		11.1				28.6	6.2
STAFF SAVINGS	1		1			1			2	2	2		7
	12.5		6.3			7.1			25.0	33.3			6.2
INCREASED CONTROL	2										1	3	2.7
	25.0									16.7			
SPEED & EASE OF IMPLEMENTATION	1												2
	12.5												1.8
OTHER		2	2	2	2	2		6	2	2	2	2	20
		14.3	12.5	20.0	14.3			66.7	25.0	33.3	28.6		17.7

TABLE 2
TOTAL DDP RESPONDENTS
MOST IMPORTANT FACTORS IN SELECTING A DDP VENDOR
QUES.19

INDUSTRY CLASSIFICATION												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	8 100.0	14 100.0	16 100.0	5 100.0	10 100.0	14 100.0	13 100.0	3 100.0	9 100.0	8 100.0	6 100.0	7 100.0
RELIABILITY	5 62.5	12 85.7	9 56.3	3 60.0	4 40.0	6 42.9	4 30.8	3 100.0	6 66.7	4 50.0	2 33.3	2 28.6
AVAILABILITY												60 53.1
MAINTENANCE	2 25.0	8 57.1	13 81.3	2 40.0	5 50.0	3 21.4	4 30.8	2 66.7	5 55.6	1 12.5	2 33.3	2 28.6
												49 43.4
COST/PERFORMANCE	1 12.5	3 21.4	5 31.3	2 40.0	3 30.0	3 21.4	5 38.5	1 33.3	2 22.2	5 62.5	1 16.7	2 28.6
												33 29.2
SOFTWARE EASE OF USE	4 50.0	4 28.6	5 31.3	1 20.0	2 20.0	2 14.3		2 66.7	1 11.1		1 16.7	1 14.3
SUPPORT												23 20.4
COMPANY REPUTATION	3 21.4	3 18.8	3 18.8	2 20.0	2 20.0	3 21.4	1 7.7	1 33.3	3 33.3	2 25.0	1 16.7	1 14.3
STABILITY												20 17.7
COMPATIBILITY WITH			1 6.3		5 35.7	2 15.4	2 15.4	1 33.3	3 33.3	1 12.5	1 16.7	1 14.3
EXISTING HARDWARE												15 13.3
SOFTWARE CAPABILITY	2 25.0	1 7.1	4 25.0	1 20.0	1 10.0	1 7.1	1 7.7				1 16.7	1 14.3
												13 11.5
EASE OF DEVELOPMENT			3 18.8	1 20.0	2 20.0	2 14.3	2 15.4		1 11.1			1 14.3
& EXPANSION												12 10.6
HARDWARE CAPABILITY	1 7.1	1 7.1	1 6.3	1 20.0	2 20.0					2 25.0	1 16.7	8 7.1
												5 4.4
TURNKEY SYSTEMS	1 7.1	1 7.1	1 6.3			1 7.1			2 22.2			5 4.4
												5 4.4
COMPATIBILITY WITH	1 7.1				1 10.0	1 7.1	1 7.7		1 11.1			5 4.4
IBM PROTOCOLS												
OTHER	1 7.1	1 7.1	1 6.3			2 14.3	1 7.7			3 37.5	1 14.3	9 8.0

AAA STUDY
TABLE 3

TOTAL DDP RESPONDENTS
DO YOU HAVE STRONG CENTRALIZED CONTROL FOR DDP?
QUES.20

=====INDUSTRY CLASSIFICATION=====													=====		
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL			
8	14	16	5	10	14	13	3	9	8	6	7	113			
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0			
8	14	15	4	6	11	12	3	6	7	5	6	97			
100.0	100.0	93.8	80.0	60.0	78.6	92.3	100.0	66.7	87.5	83.3	85.7	85.8			
		1		2	2			3	1	1	1	11			
		6.3		20.0	14.3			33.3	12.5	16.7	14.3	9.7			
7	11	10	2	5	2	1	1	4	5	6	2	56			
87.5	78.6	62.5	40.0	50.0	14.3	7.7	33.3	44.4	62.5	100.0	28.6	49.6			
	1	2		2	2			2	1		2	12			
	7.1	12.5		20.0	14.3			22.2	12.5		28.6	10.6			
8	14	14	4	7	10	12	3	6	7	5	7	97			
100.0	100.0	87.5	80.0	70.0	71.4	92.3	100.0	66.7	87.5	83.3	100.0	85.8			
		2		1	3			3	1			10			
		12.5		10.0	21.4			33.3	12.5			8.8			
7	11	11	2	6	3	1	1	4	5	5	3	59			
87.5	78.6	68.8	40.0	60.0	21.4	7.7	33.3	44.4	62.5	83.3	42.9	52.2			
		1		1	2			2			1	7			
		6.3		10.0	14.3			22.2			14.3	6.2			

VENDOR IMAGE/
VIABILITY

11. RATE THE FOLLOWING FACTORS AND THEIR DEGREE OF IMPORTANCE IN SELECTING A DDP VENDOR-QUES.21

VOLUME DISCOUNTS

TOTAL DDP RESPONDENTS
RATE THE FOLLOWING FACTORS AND THEIR DEGREE OF IMPORTANCE IN SELECTING A DDP VENDOR-QUES.21

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
CRITICAL	4	4	1	1	3	2	1	2			2	20
	28.6	25.0	20.0	10.0	21.4	15.4	33.3	22.2			28.6	17.7
VERY IMPORTANT	1											
	12.5	7.1										
IMPORTANT	3	4	3	2	2							18
	37.5	28.6	18.8	20.0	14.3					16.7		15.9
SOMEWHAT IMPORTANT	1	2	4	1	5	6						26
	12.5	14.3	25.0	30.0	35.7	46.2				16.7	14.3	23.0
UNIMPORTANT	2	3	4	1	1							23
	25.0	21.4	25.0	10.0	7.1			55.6	12.5	50.0	28.6	20.4
RMS AND CONDITIONS												
CRITICAL	1			2	2							12
	7.1			20.0	14.3		66.7	11.1	25.0	16.7	14.3	10.6
VERY IMPORTANT	1	1	2	1	1							9
	12.5	7.1	12.5	10.0	7.1			11.1			28.6	8.0
IMPORTANT	4	3	4	1	1	2	1	2	3		1	24
	50.0	21.4	25.0	10.0	7.1	15.4	33.3	22.2	37.5		14.3	21.2
SOMEWHAT IMPORTANT	4	1	1	1	4	7						24
	28.6	6.3	20.0	10.0	28.6	53.8		22.2	25.0	33.3		21.2
UNIMPORTANT	1	3	3	1	1	1						18
	12.5	21.4	18.8	10.0	7.1	7.7		22.2	12.5	33.3	42.9	15.9

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TABLE 20

TOTAL DDP RESPONDENTS
RATE THE FOLLOWING FACTORS AND THEIR DEGREE OF IMPORTANCE
IN SELECTING A DDP VENDOR . QUES. 22

=====INDUSTRY CLASSIFICATION=====													=====		
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL			
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----			
TOTAL	8	14	16	5	10	14	13	3	9	8	6	7	113		
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0		
ONE STOP HARDWARE SHOPPING															
CRITICAL	3	1	3	1	1			1	1			1	11		
	37.5	7.1	18.8	20.0	10.0			11.1				14.3	9.7		
VERY IMPORTANT	1	6	2	1	1		1	2	2	1		3	18		
	12.5	42.9	12.5	20.0	10.0		7.7	22.2	12.5			42.9	15.9		
IMPORTANT	1	1	6	2	2	6	1	2	4	1	3		27		
	12.5	7.1	37.5	20.0	20.0	42.9	7.7	66.7	44.4	12.5	50.0		23.9		
SOMEWHAT IMPORTANT	1	1	2	1	1	4	6	1	1	1	1	1	20		
	12.5	7.1	12.5	20.0	10.0	28.6	46.2	11.1	12.5	16.7		14.3	17.7		
UNIMPORTANT	1	5	2	1	3	2	2	1		5	2	2	24		
	12.5	35.7	12.5	20.0	30.0	14.3	15.4	33.3	62.5		28.6		21.2		
COMPATIBILITY OF HARDWARE															
CRITICAL	2	6	6	2	3	6	5	1	1	3	2		37		
	25.0	42.9	37.5	40.0	30.0	42.9	38.5	33.3	11.1	37.5	33.3		32.7		
VERY IMPORTANT	3	4	5		3	4	5	2	4	4	1	3	38		
	37.5	28.6	31.3		30.0	28.6	38.5	66.7	44.4	50.0	16.7	42.9	33.6		
IMPORTANT	2	3	2	2	1	1	1	3	3	1	1	3	18		
	25.0	21.4	12.5	40.0	10.0	7.1		33.3		16.7		42.9	15.9		
SOMEWHAT IMPORTANT			1	1		1						1	4		
			6.3		10.0	7.1						14.3	3.5		
UNIMPORTANT		1	1										3		
		7.1	6.3										2.7		
OFFERS LANGUAGE AVAILABILITY															
CRITICAL	2	2	8	1	1	4	5	1	1	1	1		27		
	25.0	14.3	50.0	20.0	10.0	28.6	38.5	33.3	11.1	12.5	16.7		23.9		

TABLE 20
TOTAL DDP RESPONDENTS
RATE THE FOLLOWING FACTORS AND THEIR DEGREE OF IMPORTANCE
IN SELECTING A DDP VENDOR. QUES. 22

=====INDUSTRY CLASSIFICATION=====													
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	=====	
VERY IMPORTANT	3	3	6	1	4	5	5	1	5	5	4	42	
	37.5	21.4	37.5	20.0	40.0	35.7	38.5	33.3	55.6	62.5	57.1	37.2	
IMPORTANT	2	5		1	3	3		1	1	1	3	21	
	25.0	35.7		20.0	30.0	21.4		33.3	11.1	12.5	16.7	42.9	18.6
SOMEWHAT IMPORTANT		3	1	1					1		1	7	
		21.4	6.3	20.0					11.1		16.7	6.2	
UNIMPORTANT										1	1	2	
									12.5	16.7		1.8	
OFFERS APPLICATIONS SOFTWARE													
CRITICAL		3	4			2		2	2		1	1	15
		21.4	25.0			14.3		66.7	22.2		16.7	14.3	13.3
VERY IMPORTANT	1	1		3	2	3	4	1	3	4	1	23	
	12.5	7.1		60.0	20.0	21.4	30.8	33.3	33.3	50.0	14.3	20.4	
IMPORTANT	2	2	4	1	3	2	2	1	1	1	2	3	23
	25.0	14.3	25.0	20.0	30.0	14.3	15.4		11.1	12.5	33.3	42.9	20.4
SOMEWHAT IMPORTANT	2	2	3		2	3	4				2	18	
	25.0	14.3	18.8		20.0	21.4	30.8				28.6	15.9	
UNIMPORTANT	2	6	4		1	2			2	3	1	21	
	25.0	42.9	25.0		10.0	14.3			22.2	37.5	16.7	18.6	
COMPATABILITY OF SOFTWARE													
CRITICAL	3	3	3	2	1	5	3	2	1	3	3	32	
	37.5	21.4	18.8	40.0	10.0	35.7	23.1	66.7	11.1	37.5	50.0	42.9	28.3
VERY IMPORTANT	3	7	8	1	5	5	7		5	3	1	46	
	37.5	50.0	50.0	20.0	50.0	35.7	53.8		55.6	37.5	16.7	14.3	40.7
IMPORTANT	1	4	3		2			1	1	1	3	16	
	12.5	28.6	18.8		20.0			33.3	11.1	12.5	42.9	14.2	
SOMEWHAT IMPORTANT			1	1		2						5	
			6.3	20.0		14.3				12.5		4.4	

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TABLE 20

TOTAL DDP RESPONDENTS
RATE THE FOLLOWING FACTORS AND THEIR DEGREE OF IMPORTANCE
IN SELECTING A DDP VENDOR . QUES. 22

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
UNIMPORTANT												
								1				1
								11.1				.9
AVAILABILITY OF NETWORK INTERCONNECT WITH SOFTWARE												
CRITICAL												
4	3	4	2	1	3	2		1	1	2	3	26
50.0	21.4	25.0	40.0	10.0	21.4	15.4		11.1	12.5	33.3	42.9	23.0
VERY IMPORTANT												
	4	4		3	3	5	2	1	1	1	1	25
	28.6	25.0		30.0	21.4	38.5	66.7	11.1	12.5	16.7	14.3	22.1
IMPORTANT												
2	2	2	1	1	1	1		1	2		2	15
25.0	14.3	12.5	20.0	10.0	7.1	7.7		11.1	25.0		28.6	13.3
SOMEWHAT IMPORTANT												
	2	2		1	2	2		2	2		1	14
	14.3	12.5		10.0	14.3	15.4		22.2	25.0		14.3	12.4
UNIMPORTANT												
1	3	3			1			3	2			13
12.5	21.4	18.8			7.1			33.3	25.0			11.5

TABLE 11
TOTAL DDP RESPONDENTS
WHOSE BUDGET ABSORBS THE DDP EXPENSE? QUES.23

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	8	14	16	5	10	14	13	3	9	8	6	7 113
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
END USER	1	5	9	4	4	4	9		2	3		1 42
	12.5	35.7	56.3	80.0	40.0	28.6	69.2		22.2	37.5		14.3 37.2
CORPORATE EDP	3	8	2		2	6	6	1	2	5	4	39 34.5
	37.5	57.1	12.5		20.0	42.9	46.2	33.3	22.2	62.5	66.7	
DIVISION	2	1	5	1	1	5			1	1	1	18 15.9
	25.0	7.1	31.3	20.0	10.0	35.7			11.1	12.5	16.7	
LOCATION EDP	3	1	1	1	1	1			1	2		2 13
	37.5	7.1	6.3	20.0	10.0	7.1			11.1	25.0		28.6 11.5
OTHER					1	1		2	3	1	1	4 13
					10.0	7.1		66.7	33.3	12.5	16.7	57.1 11.5

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TABLE 12
TOTAL DDP RESPONDENTS
WHAT DP METHODS WILL DDP REPLACE? QUES.24

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	8	14	16	5	10	13	3	9	8	6	7	113
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
BATCH PROCESSING	5	11	2	3	6	3	1	3	5		2	41
	35.7	68.8	40.0	30.0	42.9	23.1	33.3	33.3	62.5		28.6	36.3
MANUAL METHODS	2	6	3	2	2	6	1	3	3	3	1	32
	25.0	42.9	18.8	20.0	42.9	7.7		33.3	37.5	50.0	14.3	28.3
ON-LINE DATA ENTRY	5	1	2	1	2	1	7		2	2	1	24
	62.5	7.1	12.5	20.0	20.0	7.1	53.8		25.0	33.3	14.3	21.2
CENTRALIZED PROCESSING	2		1	1		2		4		1	4	15
	25.0		6.3	20.0		15.4		44.4		16.7	57.1	13.3
KEY PUNCH	1	5	2	1	1			1	1		1	13
	12.5	35.7	12.5	20.0	7.1			11.1	12.5		14.3	11.5
NONE,NEW APPLICATION	1			2			2	2	1	1		9
	12.5			20.0			66.7	22.2	12.5	16.7		8.0
OFF-LINE DATA EDITING			1									1
			6.3									.9
OTHER		1		1								2
		7.1		10.0								1.8

TABLE 13

	TOTAL	DDP	RESPONDENTS
1. How many people in your household are employed full-time?	100	100	100
2. How many people in your household are employed part-time?	100	100	100
3. How many people in your household are unemployed?	100	100	100
4. How many people in your household are retired?	100	100	100
5. How many people in your household are students?	100	100	100
6. How many people in your household are disabled?	100	100	100
7. How many people in your household are on public assistance?	100	100	100
8. How many people in your household are on welfare?	100	100	100
9. How many people in your household are on food stamps?	100	100	100
10. How many people in your household are on Medicaid?	100	100	100
11. How many people in your household are on Medicare?	100	100	100
12. How many people in your household are on SSI?	100	100	100
13. How many people in your household are on Social Security?	100	100	100
14. How many people in your household are on unemployment?	100	100	100
15. How many people in your household are on disability?	100	100	100
16. How many people in your household are on long-term care?	100	100	100
17. How many people in your household are on hospice?	100	100	100
18. How many people in your household are on palliative care?	100	100	100
19. How many people in your household are on end-of-life care?	100	100	100
20. How many people in your household are on life support?	100	100	100
21. How many people in your household are on organ donation?	100	100	100
22. How many people in your household are on tissue donation?	100	100	100
23. How many people in your household are on bone marrow donation?	100	100	100
24. How many people in your household are on blood donation?	100	100	100
25. How many people in your household are on plasma donation?	100	100	100
26. How many people in your household are on organ donation?	100	100	100
27. How many people in your household are on tissue donation?	100	100	100
28. How many people in your household are on bone marrow donation?	100	100	100
29. How many people in your household are on blood donation?	100	100	100
30. How many people in your household are on plasma donation?	100	100	100

WILL DATA BASES BE DISTRIBUTED? QUES.25

=====INDUSTRY CLASSIFICATION=====														
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL		
	8	14	16	5	10	14	13	3	9	8	6	7	113	
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	
	6	6	8	3	6	10	6	2	6	2		5	60	
75.0	42.9	50.0	60.0	60.0	71.4	46.2	66.7	66.7	66.7	25.0		71.4	53.1	
	2	7	6	2	4	6	1	3	3	5	3	2	43	
25.0	50.0	37.5	40.0	20.0	28.6	46.2	33.3	33.3	62.5	50.0	28.6		38.1	

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TABLE 14

TOTAL DDP RESPONDENTS

TRANSMISSION METHODS -- AVERAGE PERCENTAGES REPORTED QUES 26 A

(NOTE: BECAUSE OF VARIATIONS IN REPORTING TOTALS WILL NOT EQUAL 100%)

=====INDUSTRY CLASSIFICATION=====													TOTAL
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL		
TOTAL	8	14	16	5	10	14	13	9	8	6	7	113	
1978 BATCH AVERAGE PERCENTAGE	100	78	91	79	78	81	85	81	57	93	69	81	
NUMBER OF RESPONDENTS TO ABOVE QUESTION	8	11	9	4	6	8	8	5	5	2	4	71	
1978 INTERACTIVE AVERAGE PERCENTAGE		49	30	85	43	50	17	65	43	79	63	46	
NUMBER OF RESPONDENTS TO ABOVE QUESTION		5	6	1	3	7	7	3	5	4	2	44	
1980-1982 BATCH AVERAGE PERCENTAGE	73	74	59	65	60	60	68	49	43	85	49	63	
NUMBER OF RESPONDENTS TO ABOVE QUESTION	6	11	10	3	6	10	8	5	5	2	4	71	
1980-1982 INTERACTIVE AVERAGE PERCENTAGE	52	41	46	68	48	40	32	71	64	77	51	49	
NUMBER OF RESPONDENTS TO ABOVE QUESTION	5	7	9	3	5	10	8	5	6	3	4	66	

TABLE 15

TOTAL DDP RESPONDENTS
WHAT IS THE KEY APPLICATION USING DDP COMMUNICATIONS? QUES. 26

=====INDUSTRY CLASSIFICATION=====														=====			
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL					
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----					
TOTAL	8	14	16	5	10	14	13	3	9	8	6	7	113				
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0				
ORDER ENTRY	6	3	3		3						2		17				
	75.0	21.4	18.8		21.4						33.3		15.0				
ORGANIZATIONAL																	
RECORD KEEPING	1			1	3	9		1	1	1	1		17				
	7.1			20.0	21.4	69.2		11.1	12.5	16.7			15.0				
INVOICING	3		4					1			3		11				
	37.5		25.0					11.1		50.0			9.7				
INVENTORY CONTROL													10				
		3	3	1	3								8.8				
REGISTRATION		21.4	18.8	20.0	21.4												
								1	2			4	7				
								33.3	22.2			57.1	6.2				
PAYROLL	1		1	1	1							1	6				
	7.1		6.3	20.0	7.1							14.3	5.3				
ACCOUNTS PAYABLE																	
	1		1		1								3				
	7.1		6.3		7.1								2.7				
SCHEDULING																	
			1	1	1								3				
			6.3	10.0	7.1								2.7				
COST ANALYSIS																	
			1						1				2				
			6.3						12.5				1.8				
POLICE																	
									1				1				
									12.5				.9				
CREDIT VERIFICATION	1												1				
	7.1												.9				
OTHER	1	2	3	1	3		1	3	2			2	18				
	12.5	14.3	18.8	20.0	30.0		7.7	33.3	25.0			28.6	15.9				

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TABLE 16

TOTAL DDP RESPONDENTS
FOR HOW LONG CAN THE CENTRAL & REMOTE SYSTEMS BE UNCOUPLED
IN A KEY APPLICATION? QUES.26B

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
8	14	16	5	10	14	13	3	9	8	6	7	113
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
LESS THAN 1 HR												
2	2	1		2	1	2			2	2	2	6
25.0	14.3	6.3		20.0	7.1	15.4			25.0	33.3	28.6	5.3
1-5 HOURS												
2	2	1		2	1	2			1	1	1	13
25.0	14.3	6.3		20.0	7.1	15.4			12.5	16.7	14.3	11.5
5-10 HOURS												
1		3	1					1				5
		18.8	20.0					11.1				4.4
11-15 HOURS												
1		1				1		1				3
		6.3				7.7		11.1				2.7
16-24 HOURS												
2	5	4		3	9	7		7	2	1	2	42
25.0	35.7	25.0		30.0	64.3	53.8		77.8	25.0	16.7	28.6	37.2
25-48 HOURS												
1	3		1	1	2	1			1		1	11
12.5	21.4		20.0	10.0	14.3	7.7			12.5		14.3	9.7
49-72 HOURS												
1		1					1					2
		6.3					33.3					1.8
72+ HOURS												
1	3	4	1	1			1					11
12.5	21.4	25.0	20.0	10.0			33.3					9.7
UNLIMITED												
1		1	2		1	2	1	2	1			10
		6.3	40.0		7.1	15.4	33.3	22.2	12.5			8.8
NA/WE DON'T GO DOWN												
1					1					1		3
12.5					7.1					16.7		2.7

TOTAL DDP RESPONDENTS
WHAT DO YOU DO FOR BACKUP? QUES. 26B

=====INDUSTRY CLASSIFICATION=====													=====		
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL			
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----			
TOTAL	8 100.0	14 100.0	16 100.0	5 100.0	10 100.0	14 100.0	13 100.0	3 100.0	9 100.0	8 100.0	6 100.0	7 100.0	113 100.0		
MANUAL	2 25.0	3 21.4	1 6.3	1 20.0	4 40.0	2 14.3	3 23.1		7 77.8	2 25.0	1 16.7	3 42.9	29 25.7		
REDUNDANT HARDWARE	3 21.4	3 18.8	3 18.8		1 10.0	4 28.6	4 30.8			1 12.5	3 50.0	2 28.6	21 18.6		
MAIL/COURIER	1 7.1	1 6.3	1 6.3	1 20.0		2 14.3	10 76.9	1 33.3	2 22.2			1 14.3	19 16.8		
COOPERATIVE HOST	2 25.0	5 35.7	6 37.5		1 10.0	1 7.1		1 33.3	1 11.1				17 15.0		
DON'T NEED IT/WAIT	1 12.5	1 7.1	2 12.5		1 10.0	1 7.1	1 7.7			3 37.5		1 14.3	11 9.7		
BATCH	1 7.1	1 7.1			1 10.0	2 14.3	1 7.7	1 33.3		1 12.5		1 14.3	8 7.1		
TELEPHONE	1 12.5	1 7.1	2 12.5		1 10.0	1 7.1				1 12.5	1 16.7		8 7.1		
PROBLEM AREA/NO SET PLAN	1 12.5		2 12.5								1 16.7		4 3.5		
DEGRADED HOST	1 12.5					1 7.1							2 1.8		
TWX						1 7.1							1 .9		
OTHER	2 25.0	1 7.1	1 6.3	3 60.0		2 14.3				1 12.5		1 14.3	11 9.7		

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TABLE 4

TOTAL DDP RESPONDENTS
WHAT ARE YOUR GREATEST CONCERNS INVOLVING DDP COMMUNICATIONS?
QUES.26C

=====INDUSTRY CLASSIFICATION=====													=====	
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL		
8	14	16	5	10	14	13	3	9	8	6	7	113		
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0		
4	5	3		1	2			1	1	2		19		
50.0	35.7	18.0		10.0	14.3			11.1	12.5	33.3		16.8		
2	3	2	1		2	3	1	3			1	18		
25.0	21.4	12.5	20.0		14.3	23.1	33.3	33.3			14.3	15.9		
2	3	2								1		8		
25.0	21.4	12.5								16.7		7.1		
MAINTENANCE BY PHONE COMPANY														
1	1	1				1			2	2		7		
7.1	7.1	6.3				7.7			25.0	33.3		6.2		
2	2	2			1				1			5		
		12.5			7.1			11.1	12.5			4.4		
GOOD INTERFACE BETWEEN HOST AND REMOTE														
PROGRAMMING														
1	1	1			2							4		
7.1	7.1	6.3			14.3							3.5		
1	1		2						1			4		
7.1	7.1		40.0						12.5			3.5		
1	1								1	1		4		
7.1	7.1				7.1				12.5	16.7		3.5		
LOSS OF CENTRAL CONTROL														
1		6.3					1			1		3		
							33.3			16.7		2.7		
FUTURE OF SNA														
1		1		1								2		
		6.3		10.0								1.8		
SECURITY														
1											1	2		
12.5											14.3	1.8		
1	2	2		3	1	2		1	1		2	15		
12.5	14.3	12.5		30.0	7.1	15.4		11.1	12.5		28.6	13.3		

TABLE 21
TOTAL DDP RESPONDENTS
DESCRIPTION OF DDP SOFTWARE QUES 27

=====INDUSTRY CLASSIFICATION=====													=====		
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HCSP	CTY	MOT	COLL	TOTAL			
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----			
TOTAL	8	14	16	5	10	14	13	3	9	8	6	7	113		
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0		
SOURCES FOR APPLICATIONS															
INHOUSE	6	13	13	3	9	8	11	3	4	4	3	5	82		
	75.0	92.9	81.3	60.0	90.0	57.1	84.6	100.0	44.4	50.0	50.0	71.4	72.6		
VENDOR	1	3	3	1	3	3	4		3	4	1	2	28		
	12.5	21.4	18.8	20.0	30.0	21.4	30.8		33.3	50.0	16.7	28.6	24.8		
WOULD PREFER VENDOR PACKAGE OTHERWISE INHOUSE	1	3	3		1	1	2		2	2			12		
	7.1	18.8	18.8		10.0	7.1	15.4		22.2	25.0			10.6		
THIRD PARTY	2		1		1	1					1		6		
	25.0		6.3		10.0	7.1					16.7		5.3		
LANGUAGES REQUIRED															
BASIC	1	1	3			3	3	2	2	2		2	19		
	12.5	7.1	18.8			21.4	23.1	66.7	22.2	25.0		28.6	16.8		
FORTRAN	1	2	2	1	4	1	2	1	3	1	1	4	21		
	7.1	12.5	12.5	20.0	40.0	7.1	15.4	33.3	33.3	12.5	16.7	57.1	18.6		
COBOL	4	10	10	1	6	8	12	3	3	6	4	4	71		
	50.0	71.4	62.5	20.0	60.0	57.1	92.3	100.0	33.3	75.0	66.7	57.1	62.8		
ASSEMBLER	7	1	1	2	1	2	4		2		1	3	23		
	50.0	6.3	6.3	40.0	10.0	14.3	30.8		22.2		16.7	42.9	20.4		
MILS									1				1		
									11.1				.9		
RPG	6	1	5	1	1	3			1	1		1	20		
	75.0	7.1	31.3	20.0	10.0	21.4			11.1	12.5		14.3	17.7		
ALGOL												1	2		
												14.3	1.8		
APL												2	6		
												28.6	5.3		

DESCRIPTION OF DDP SOFTWARE QUES 27

[illegible]

TABLE 21
TOTAL DDP RESPONDENTS
DESCRIPTION OF DDP SOFTWARE QUES 27

=====INDUSTRY CLASSIFICATION=====											
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
BISYNC	1 7.1	2 12.5	1 20.0	1 10.0	3 21.4	3 23.1	4 44.4			2 28.6	17 15.0
SDLC	1 12.5	1 6.3		1 10.0	2 14.3	5 38.5	1 11.1				11 9.7
SYNC				1 10.0		2 15.4					3 2.7
ASYN	1 7.1			1 10.0		3 23.1	1 33.3		2 25.0	1 14.3	9 8.0
DECNET											
DB/PC				1 10.0					1 12.5		2 1.8
R5232	1 7.1									1 14.3	2 1.8
D1000(HP)					1 7.1						1 .9
NONE	2 25.0	4 28.6	1 20.0	1 10.0			1 33.3	1 11.1	1 12.5	1 16.7	16 14.2
OTHER	3 37.5	5 35.7	6 37.5	2 20.0	4 28.6	3 23.1	1 33.3	2 22.2	3 37.5	2 33.3	34 30.1

AAA STUDY
TABLE 22
TOTAL DDP RESPONDENTS
MAINTENANCE HANDLED BY WHOM? QUES. 28

=====INDUSTRY CLASSIFICATION=====													=====	
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL		
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----		
TOTAL	8	14	16	5	10	14	13	9	8	6	7	113		
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0		
HARDWARE														
VENDOR	7	13	16	5	7	12	12	9	7	5	7	101		
	87.5	92.9	100.0	100.0	70.0	85.7	92.3	100.0	87.5	83.3	100.0	89.4		
USER	1				1		1			1	1	5		
	7.1				10.0		7.7			16.7	14.3	4.4		
THIRD PARTY	1					1			2			6		
	7.1				7.1		66.7		25.0			5.3		
OTHER														
APPLICATIONS SOFTWARE														
VENDOR	2	3	13	2	6	1	6	2	3	2	2	42		
	25.0	21.4	81.3	40.0	60.0	7.1	46.2	22.2	37.5	33.3	28.6	37.2		
USER	5	9	4	4	1	13	12	6	6	2	6	71		
	62.5	64.3	25.0	80.0	10.0	92.9	92.3	66.7	75.0	33.3	85.7	62.8		
THIRD PARTY			3					1	1		1	6		
			18.8					11.1	12.5		14.3	5.3		
OTHER	2					1					1	4		
	14.3					7.1					14.3	3.5		
COMMUNICATIONS HARDWARE														
VENDOR	7	13	15	5	7	14	12	9	6	3	5	97		
	87.5	92.9	93.8	100.0	70.0	100.0	92.3	100.0	75.0	50.0	71.4	85.8		
USER	1	1			1		1			2	3	10		
	12.5	7.1			10.0		7.7	33.3		33.3	42.9	8.8		
THIRD PARTY	1						1		2	1		6		
	7.1						7.7	33.3	25.0	16.7		5.3		
OTHER	1											1		
	7.1											.9		

TABLE 22
TOTAL DDP RESPONDENTS
MAINTENANCE HANDLED BY WHOM? QUES. 28

		=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL		
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
COMMUNICATIONS														
SOFTWARE														
VENDOR														
5	10	13	5	4	12	11	2	5	4	2	5	78		
62.5	71.4	81.3	100.0	40.0	85.7	84.6	66.7	55.6	50.0	33.3	71.4	69.0		
USER														
2	3			1	3	2	1	2	3	2	3	22		
25.0	21.4			10.0	21.4	15.4	33.3	22.2	37.5	33.3	42.9	19.5		
THIRD PARTY														
					1			1	2			4		
					7.1			11.1	25.0			3.5		
OTHER														
	2							1				3		
	14.3							11.1				2.7		

QUESTIONS 29 PRESENT

=====INDUSTRY CLASSIFICATION=====														
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL		

8	14	16	5	10	14	13	3	9	8	6	7	113		
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0		
=====														
POSITIVE USER IDENTIFICATION														
5	8	9	1	5	9	9	3	5	6	2	6	68		
62.5	57.1	56.3	20.0	50.0	64.3	69.2	100.0	55.6	75.0	33.3	85.7	60.2		
1		3	1	1				1				7		
12.5		18.8	20.0	10.0				11.1				6.2		
=====														
FAIRLY IMPORTANT														
	2	1	1	2	2	2			2		1	13		
	14.3	6.3	20.0	20.0	14.3	15.4			25.0		14.3	11.5		
=====														
FAIRLY UNIMPORTANT														
	1							1				2		
	7.1							11.1				1.8		
=====														
UNIMPORTANT														
	1	1						1		2		5		
	7.1	6.3						11.1		33.3		4.4		
=====														
HARDWARE IDENTIFICATION														
3		4		4	5	5	1	3	3	1	3	32		
37.5		25.0		40.0	35.7	38.5	33.3	33.3	37.5	16.7	42.9	28.3		
=====														
FAIRLY IMPORTANT														
	4	5		2		1	1	3	2	1		19		
	28.6	31.3		20.0		7.7	33.3	33.3	25.0	16.7		16.8		
=====														
IMPORTANT														
2	2	3	2	1	3	3	1	1	2	1	2	23		
25.0	14.3	18.8	40.0	10.0	21.4	23.1	33.3	11.1	25.0	16.7	28.6	20.4		
=====														
FAIRLY UNIMPORTANT														
		2	1	1	1	1				1		7		
		12.5	20.0	10.0	7.1	7.7				16.7		6.2		
=====														
UNIMPORTANT														
1	5				2	1		1	1		2	13		
12.5	35.7				14.3	7.7		11.1	12.5		28.6	11.5		
=====														
COMMUNICATIONS ENCRYPTION														
=====														
VERY IMPORTANT														
		1		2	1	2	1	1	1		2	11		
		6.3		20.0	7.1	15.4	33.3	11.1	12.5		28.6	9.7		

TOTAL DDP RESPONDENTS
RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR LARGE MACHINES.

QUES. 29 PRESENT

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
FAIRLY IMPORTANT		1		1	2	1		1	1	1		8
		6.3		10.0	14.3	7.7		11.1	12.5	16.7		7.1
IMPORTANT		4	1	2		4			1		1	13
		25.0	20.0	20.0		30.8			12.5		14.3	11.5
FAIRLY UNIMPORTANT	2	2	3	1	2	2			1	1		14
	25.0	14.3	18.8	10.0	14.3	15.4			12.5	16.7		12.4
UNIMPORTANT	4	10	5	2	6	2	2	6	4	2	4	49
	50.0	71.4	31.3	20.0	42.9	15.4	66.7	66.7	50.0	33.3	57.1	43.4
DATA STORAGE ENCRYPTION												
VERY IMPORTANT	1		1	2	1		1		1	1	3	12
	12.5		6.3	20.0	7.1		33.3	11.1	12.5	16.7	42.9	10.6
FAIRLY IMPORTANT		1	2		2			1				6
		7.1	12.5		14.3			11.1				5.3
IMPORTANT		1	2	1		3			1			10
		7.1	12.5	10.0		23.1			12.5			8.8
FAIRLY UNIMPORTANT	2	1	4	3	2	1			1			14
	25.0	7.1	25.0	30.0	14.3	7.7			12.5			12.4
UNIMPORTANT	3	9	5	2	6	7	2	6	5	2	4	52
	37.5	64.3	31.3	20.0	42.9	53.8	66.7	66.7	62.5	33.3	57.1	46.0
SECURITY JOURNALLING FOR AUDIT TRAIL												
VERY IMPORTANT	3	5	9	4	6	10	3	2	3	1	4	50
	37.5	35.7	56.3	40.0	42.9	76.9	100.0	22.2	37.5	16.7	57.1	44.2
FAIRLY IMPORTANT	2	2	3	1	3	1		2	4		2	22
	25.0	14.3	18.8	10.0	21.4	7.7		22.2	50.0		28.6	19.5
IMPORTANT	1	3	1	1	2			2		1	1	12
	12.5	21.4	6.3	10.0	14.3			22.2		16.7	14.3	10.6
FAIRLY UNIMPORTANT				1								2
				10.0					12.5			1.8

AAA STUDY
 TABLE 291
 TOTAL DDP RESPONDENTS
 RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR LARGE MACHINES. QUES. 29 PRESENT

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
	2	1		1				2		1		7
	14.3	6.3		10.0				22.2		16.7		6.2

UNIMPORTANT

TABLE 292

TOTAL DDP RESPONDENTS
RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR LARGE MACHINES. QUES. 29 FUTURE

=====INDUSTRY CLASSIFICATION=====													
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	
TOTAL	8 100.0	14 100.0	16 100.0	5 100.0	10 100.0	14 100.0	13 100.0	3 100.0	9 100.0	8 100.0	6 100.0	7 100.0	113 100.0
POSITIVE USER IDENTIFICATION													
VERY IMPORTANT	5 62.5	6 42.9	9 56.3	1 20.0	3 30.0	6 42.9	8 61.5	1 33.3	3 33.3	4 50.0	2 33.3	3 42.9	51 45.1
FAIRLY IMPORTANT	1 12.5	1 7.1	1 6.3		1 10.0			1 11.1		1 12.5			6 5.3
IMPORTANT		2 14.3	1 6.3	1 20.0	2 20.0	1 7.1					2 33.3	1 14.3	10 8.8
FAIRLY UNIMPORTANT	1 7.1												1 .9
UNIMPORTANT			1 6.3					1 11.1					2 1.8
HARDWARE IDENTIFICATION													
VERY IMPORTANT	3 37.5		3 18.8		3 30.0	4 28.6	4 30.8	1 33.3	3 33.3	3 37.5	1 16.7	2 28.6	27 23.9
FAIRLY IMPORTANT	1 12.5	4 28.6	5 31.3		2 20.0		2 15.4		1 11.1	1 12.5	2 33.3		18 15.9
IMPORTANT	1 12.5	2 14.3	2 12.5	1 20.0	1 10.0		1 7.7		1 12.5			1 14.3	10 8.8
FAIRLY UNIMPORTANT			2 12.5	1 20.0		1 7.1					1 16.7		5 4.4
UNIMPORTANT	1 12.5	3 21.4				2 14.3	1 7.7		1 11.1			1 14.3	9 8.0
COMMUNICATIONS ENCRYPTION													
VERY IMPORTANT			2 12.5	1 20.0	2 20.0	1 7.1	5 38.5	1 33.3	1 11.1	1 12.5		1 14.3	15 13.3

TABLE 292

TABLE 292

TOTAL DDP RESPONDENTS

29. RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR LARGE MACHINES.

[illegible]

TABLE 292
TOTAL DDP RESPONDENTS
RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR LARGE MACHINES. QUES. 29 FUTURE

=====INDUSTRY CLASSIFICATION=====										TOTAL	
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL
UNIMPORTANT											
	2	1		1				2			6
	14.3	6.3		10.0				22.2			5.3

AAA STUDY
TABLE 293TOTAL ODP RESPONDENTS
RATE THE IMPORTANCE YOU

QUESTIONS 29 PRESENT THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR SMALL MACHINES. RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR SMALL MACHINES. QUESTIONS 29 PRESENT

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
	8	14	16	5	10	14	13	9	8	6	7	113
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
POSITIVE USER IDENTIFICATION												
VERY IMPORTANT	3	8	8	1	6	6	4	6	6	1	4	56
	37.5	57.1	50.0	20.0	60.0	42.9	30.8	66.7	75.0	16.7	57.1	49.6
FAIRLY IMPORTANT	1	1	1	1	1							5
	12.5	7.1	6.3	20.0	10.0							4.4
IMPORTANT		2	4	2	1	3	1	1			1	15
		14.3	25.0	40.0	10.0	21.4	7.7	11.1			14.3	13.3
FAIRLY UNIMPORTANT	1				1			2				4
	12.5				10.0			22.2				3.5
UNIMPORTANT	1	2	1						1	1		6
	12.5	14.3	6.3						12.5	16.7		5.3
HARDWARE IDENTIFICATION												
VERY IMPORTANT	2		1	1	3	3	1	2	4		2	21
	25.0		6.3	20.0	30.0	21.4	7.7	22.2	50.0		28.6	18.6
FAIRLY IMPORTANT	1	3	4		2	1		2	1	1		15
	12.5	21.4	25.0		20.0	7.1		22.2	12.5	16.7		13.3
IMPORTANT	2	2	5	2	3	4	3	2	2		2	28
	25.0	14.3	31.3	40.0	30.0	28.6	23.1	22.2	25.0		28.6	24.8
FAIRLY UNIMPORTANT		1	4	1	1	1		2		1		11
		7.1	25.0	20.0	10.0	7.1		22.2		16.7		9.7
UNIMPORTANT	1	6									1	8
	12.5	42.9									14.3	7.1
COMMUNICATIONS ENCRYPTION												
VERY IMPORTANT				1	1		2	1	2		1	9
				20.0	10.0		15.4	33.3	11.1		14.3	8.0

TOTAL DDP RESPONDENTS

RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR SMALL MACHINES. QUES. 29 PRESENT

=====INDUSTRY CLASSIFICATION=====											
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
FAIRLY IMPORTANT		1		2	3	1					7
		6.3		20.0	21.4	7.7					6.2
IMPORTANT		3	1	2		2			1		10
		18.8	20.0	20.0		15.4			12.5		8.8
FAIRLY UNIMPORTANT	2	1	5	1	2	1		1	1	1	16
	25.0	7.1	31.3	10.0	14.3	7.7		11.1	12.5	16.7	14.2
UNIMPORTANT	4	12	5	3	4		2	6	3	1	44
	50.0	85.7	31.3	30.0	28.6		66.7	66.7	37.5	16.7	38.9
DATA STORAGE ENCRYPTION											
VERY IMPORTANT	1	1		2			1		1	1	9
	12.5	6.3		20.0			33.3		12.5	16.7	8.0
FAIRLY IMPORTANT		1						1			2
		6.3						11.1			1.8
IMPORTANT		3	2	2	2	2			1		13
		18.8	40.0	20.0	14.3	15.4			12.5	16.7	11.5
FAIRLY UNIMPORTANT	3	1	1	2	2			1		1	14
	37.5	7.1	20.0	20.0	14.3			11.1		14.3	12.4
UNIMPORTANT	2	12	1	3	5	4	2	6	5	2	48
	25.0	85.7	20.0	30.0	35.7	30.8	66.7	66.7	62.5	28.6	42.5
SECURITY JOURNALLING FOR AUDIT TRAIL											
VERY IMPORTANT	2	4	7	3	4	3	2	2	2	1	33
	25.0	28.6	43.8	30.0	28.6	23.1	66.7	22.2	25.0	16.7	29.2
FAIRLY IMPORTANT	1	4	2	2	2	1		2	4		22
	12.5	28.6	12.5	20.0	14.3	7.7		22.2	50.0		19.5
IMPORTANT	2	2	5	1	1		1	1	1	1	15
	25.0	14.3	31.3	10.0	7.1		33.3	11.1	12.5	16.7	13.3
FAIRLY UNIMPORTANT	1			1							4
	12.5		20.0	10.0							3.5

AAA STUDY

AAA STUDY

TABLE 293

TOTAL DDP RESPONDENTS

QUESTIONS 29 PRESENT

=====INDUSTRY CLASSIFICATION=====										TOTAL	
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL
3	21.4			1	2			2			8
				10.0	14.3			22.2			7.1

UNIMPORTANT

QUES. 29 FUTURE

QUES. 29 FUTURE

AAA STUDY
TABLE 23
TOTAL DDP RESPONDENTS
RATE YOUR SATISFACTION WITH DDP. QUES. 30

=====INDUSTRY CLASSIFICATION=====													
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	
TOTAL	8	14	16	5	10	14	13	3	9	8	6	7	113
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
OUTSTANDING	1	5	3	1	1	6	5	1	3	1	1	1	29
	12.5	35.7	18.8	20.0	10.0	42.9	38.5	33.3	33.3	12.5	16.7	14.3	25.7
VERY GOOD	2	3	2	3	4	2	4	3	3	2	2		27
	25.0	21.4	12.5	60.0	40.0	14.3	30.8	33.3	33.3	25.0	33.3		23.9
GOOD	2	1	2			1	3	1	1	2		5	18
	25.0	7.1	12.5			7.1	23.1	33.3	11.1	25.0		71.4	15.9
POOR				1			1	1	1	1			4
				20.0			7.7	11.1	12.5				3.5
VERY POOR													
NA-SYSTEM NOT YET INSTALLED	2	5	2	2	2	2		1	1	1	2	1	19
	25.0	35.7	12.5	20.0	14.3			33.3	11.1	12.5	33.3	14.3	16.8

TABLE 5

TOTAL DDP RESPONDENTS
TOTAL DDP RESPONDENTS
MOST IMPORTANT CRITERIA FOR THE SUCCESS/FAILURE OF DDP IN YOUR INDUSTRY?
QUES.31

=====INDUSTRY CLASSIFICATION=====													TOTAL
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL		
TOTAL													
8	14	16	5	10	14	13	3	9	8	6	7	113	
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	
PLANNING BY USER FOR													
3	2	9	1	5	9	9	3	5	2	1	2	51	
37.5	14.3	56.3	20.0	50.0	64.3	69.2	100.0	55.6	25.0	16.7	28.6	45.1	
IMPLEMENTATION & COORDINATION													
COST/PERFORMANCE													
1	3	4	2	3	2	4			2			21	
12.5	21.4	25.0	40.0	30.0	14.3	30.8			25.0			18.6	
USER TRAINING													
1	3	4			2			1		2	1	14	
12.5	21.4	25.0			14.3			11.1		33.3	14.3	12.4	
HARDWARE RELIABILITY													
4	3	1	1					2		1	1	13	
50.0	21.4	6.3	20.0					22.2		16.7	14.3	11.5	
END USER INVOLVEMENT SUPPORT													
1	4	1	1			1		2	1		1	12	
12.5	28.6	6.3	20.0			7.7		22.2	12.5		14.3	10.6	
SOFTWARE RELIABILITY AVAILABILITY													
2	1	2			2		1	2		1		11	
25.0	7.1	12.5			14.3		33.3	22.2		16.7		9.7	
COMMUNICATION NETWORK COST & RELIABILITY													
1	1	2		3		1		1	1			9	
7.1	7.1	12.5		30.0		7.7		11.1	12.5			8.0	
TURNKEY SYSTEMS													
1					1	1		1	1	1	1	7	
12.5					7.1	7.7		11.1	12.5	16.7	14.3	6.2	
SOFTWARE STANDARDIZATION													
1	1	1			1			1	1		1	6	
7.1	7.1	6.3			7.1			11.1	12.5		14.3	5.3	
SOFTWARE EASE OF USE													
		1				1			2	1		5	
		6.3				7.7			25.0	16.7		4.4	
FAST IMPLEMENTATION													
1	1		2	1								4	
7.1	7.1		40.0	10.0								3.5	
OTHER													
4	2	2	1		1				2	2	1	13	
28.6	12.5	12.5	20.0		7.1				25.0	33.3	14.3	11.5	

AAA STUDY
TABLE 24
TOTAL DDP RESPONDENTS
POSITIVE FACTORS OF DDP
QUES.32

=====INDUSTRY CLASSIFICATION=====													
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	
TOTAL	8 100.0	14 100.0	16 100.0	5 100.0	10 100.0	14 100.0	13 100.0	3 100.0	9 100.0	8 100.0	6 100.0	7 100.0	113 100.0
COST PERFORMANCE	4 50.0	8 57.1	10 62.5	2 40.0	2 20.0	6 42.9	10 76.9	2 66.7	4 44.4	3 37.5	1 16.7	4 57.1	56 49.6
TIMELINESS OF RESULTS	4 50.0	9 64.3	6 37.5	2 40.0	4 40.0	7 50.0	6 46.2				3 50.0	2 28.6	43 38.1
INCREASED THRUPUT													
ACCESSIBILITY FOR END USER	2 25.0	2 14.3	5 31.3	1 20.0	2 20.0	4 28.6	4 30.8	2 66.7	4 44.4	1 12.5	3 50.0	3 42.9	33 29.2
INCREASED END USER INVOLVEMENT	2 25.0	4 28.6	4 25.0	1 20.0	2 20.0	4 28.6	1 7.7	3 100.0	3 33.3	2 25.0		6 85.7	32 28.3
REDUCTION IN MAINFRAME USAGE	1 12.5	1 7.1	2 12.5		2 20.0		6 46.2	2 66.7		4 50.0	1 16.7	1 14.3	20 17.7
EASE OF SYSTEM EXPANSION	1 12.5		2 12.5		1 10.0		2 15.4	2 22.2	2 22.2	1 12.5			9 8.0
LOWER DOWN TIME INCREASED RELIABILITY		1 7.1	2 12.5			1 7.1	2 15.4	2 22.2			1 16.7		9 8.0
FLEXIBILITY IN ALLOCATING RESOURCES		1 7.1			1 10.0	3 21.4	2 15.4	1 11.1			1 14.3		9 8.0
EFFICIENT TRANSFER OF LARGE AMTS. OF DATA			1 6.3	1 20.0	1 10.0	3 21.4			1 12.5		1 16.7		8 7.1
BETTER CUSTOMER SERVICE		2 14.3		1 20.0			2 15.4	1 11.1			1 16.7		7 6.2
COMPETITIVE ISSUES													
EASE OF TELECOMMUNICATIONS BURDEN									1 12.5				1 .9
OTHER	2 25.0		2 12.5		1 10.0			1 11.1	3 37.5	2 33.3			11 9.7

TABLE 25
TOTAL DDP RESPONDENTS
NEGATIVE FACTORS OF DDP
QUES.33

=====INDUSTRY CLASSIFICATION=====													=====		
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL			
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----			
TOTAL	8	14	16	5	10	14	13	3	9	8	6	7	113		
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0		
LOSS OF CONTROL	3	4	2	2	4	5	4	2	3	3	1	1	34		
	37.5	28.6	12.5	40.0	40.0	35.7	30.8	66.7	33.3	37.5	16.7	14.3	30.1		
ADMINISTRATIVE COMPLEXITIES	4	3	2	1	2	3	2	1	2	5		3	28		
	50.0	21.4	12.5	20.0	20.0	21.4	15.4	33.3	22.2	62.5		42.9	24.8		
END USER CONFUSION, NEED FOR SUPPORT, TRAINING	4	4	4	1	3	2	6	2	2	1		1	26		
	28.6	25.0	25.0	20.0	30.0	14.3	46.2	66.7	22.2	12.5		14.3	23.0		
COMMUNICATIONS DEPENDENCE& ASSOCIATED PROBLEMS	1	3			4	2	2	2	2	3	2	2	23		
	7.1	18.6			40.0	14.3	15.4	66.7	22.2	37.5	33.3	28.6	20.4		
LACK OF MULTIPRODUCT COMPATIBILITY STANDARDIZATION	1				2	1	2		2	4	2	2	17		
	7.1				20.0	7.1	15.4		22.2	50.0	33.3	28.6	15.0		
DIFFICULTY OF MAINTAINING CONSISTENCY IN DISTRIBUTED SOFTWARE	1	1		1	1	1	1	1	1	1	1	1	11		
	12.5	7.1		20.0	10.0	7.1	7.7	33.3	11.1	12.5	16.7	14.3	9.7		
NOT COST EFFECTIVE	2	1		3		1	2			1	1		11		
	14.3	6.3		30.0		7.1	15.4			12.5	16.7		9.7		
MORE DEVICE SUPPORT REQUIREMENTS	3	1		1		1		4		1			11		
	21.4	6.3		20.0		7.1		44.4		12.5			9.7		
NO GOOD SOFTWARE DBMS SOFTWARE	1	2				1	2	1	1		1	1	9		
	7.1	12.5				7.1	15.4	11.1			16.7	14.3	8.0		
HIGH START UP COSTS	1			1		2	1			2		1	8		
	7.1			10.0		14.3	7.7			25.0		14.3	7.1		
POTENTIAL SECURITY WEAKNESSES	1			1		1							3		
	12.5			10.0		7.1							2.7		
OTHER	2	3	2	1	1	3		1			1	2	16		
	25.0	21.4	12.5	20.0	10.0	21.4		11.1			16.7	28.6	14.2		

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TABLE 6

TOTAL DDP RESPONDENTS
SINGLE GREATEST MOTIVATOR FOR GOING TO DDP/QUES. 34

=====INDUSTRY CLASSIFICATION=====													-----
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	-----
TOTAL													
8	14	16	5	10	14	13	3	9	8	6	7	113	
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	
MOVE DATA MANAGEMENT & CONTROL TO THE SOURCE													
1	1	5	2	5	4	3	2		2	1	4	30	
12.5	7.1	31.3	40.0	50.0	28.6	23.1	66.7		25.0	16.7	57.1	26.5	
TIMELINESS OF INFORMATION REPORTING													
2	5	3	1	2	5			3		2	1	24	
25.0	35.7	18.8	20.0	20.0	35.7			33.3		33.3	14.3	21.2	
COST/PERFORMANCE													
1	3	3		1	3	5		1	3		2	22	
12.5	21.4	18.8		10.0	21.4	38.5		11.1	37.5		28.6	19.5	
INEFFICIENCIES OF A CENTRALIZED SYSTEM													
1	2	2	1	1	3	1		1	2			14	
12.5	14.3	12.5	20.0	10.0	21.4	7.7		11.1	25.0			12.4	
BETTER CUSTOMER SERVICE COMPETITIVE ISSUES													
3	2	1	1		2	1				2		12	
37.5	14.3	6.3	20.0		14.3	7.7				33.3		10.6	
FLEXIBILITY FOR END USER													
1	2	1			2	1				1	1	9	
7.1	12.5	20.0			14.3	7.7				16.7	14.3	8.0	
BETTER THRUPUT													
1	1	1	1	1				2				7	
7.1	6.3	20.0	10.0					22.2				6.2	
OFFLOAD MAINFRAME													
								4	1			6	
								44.4	12.5			5.3	
COMMUNICATIONS SAVINGS													
1	1	1			1						1	4	
7.1	6.3				7.1						14.3	3.5	
SPEED OF IMPLEMENTATION													
								1		2		3	
								11.1		33.3		2.7	
LOWER DOWN TIME													
1								1				2	
12.5								11.1				1.8	
OTHER													
1	3	1		1	1	5		1	3	1		17	
12.5	21.4	6.3		10.0	7.1	38.5		11.1	37.5	16.7		15.0	

TOTAL DDP RESPONDENTS
COMPANIES MOST INFLUENTIAL IN PROMOTING THE SUCCESS OF DDP
QUES.35

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	8	14	16	5	10	14	13	3	9	8	6	7
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
DIGITAL EQUIPMENT	2	7	5	1	6	6	8	3	3	7	1	4
	25.0	50.0	31.3	20.0	60.0	42.9	61.5	100.0	33.3	87.5	16.7	57.1
IBM	4	6	10	2	7	6	3		5	4	4	1
	50.0	42.9	62.5	40.0	70.0	42.9	23.1		55.6	50.0	66.7	14.3
HEWLETT PACKARD	4	4	5		6	4	2	1	5	2	1	3
	50.0	28.6	31.3		60.0	28.6	15.4	33.3	55.6	25.0	16.7	42.9
DATAPOINT	3	4	5	1	1	2	2	2	1	2	3	
	37.5	28.6	31.3	20.0	10.0	14.3	15.4	66.7	11.1	25.0	50.0	26
DATA GENERAL	3	3	3	1	2	1	2	3	3	3	1	23
	37.5	21.4	18.8	20.0	20.0	7.1	15.4	33.3	37.5	16.7	14.3	20.4
HONEYWELL	1	1	6		1	3					1	13
	12.5	7.1	37.5		10.0	21.4					14.3	11.5
BELL/ATT	1	1	2	1			1			2	2	9
	7.1	7.1	12.5	20.0			7.7			25.0	33.3	8.0
UNIVAC	1	1	3		1		1		1			7
	7.1	7.1	18.8		7.1		7.7		11.1			6.2
NCR	1		2				1			1		5
	12.5		12.5				7.7			12.5		4.4
COMPUTER AUTOMATION	1	1		1	2							5
	12.5	7.1		10.0	14.3							4.4
WANG					1		2	1				4
					7.1		15.4	33.3				3.5
HARRIS	1			1	1			1				4
	7.1			10.0	7.1			33.3				3.5
TEXAS INSTRUMENTS				2			1		1			4
				20.0			33.3		11.1			3.5
BURROUGHS	1			1					1			3
	12.5			10.0					11.1			2.7

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TABLE 26

TOTAL DDP RESPONDENTS

FOR THE MOST PART, MOST COMPANIES MOST INFLUENTIAL IN PROMOTING THE SUCCESS OF DDP

QUEST. 35

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
CONTROL DATA												
	1				1			1				3
	7.1				7.1			11.1				2.7
MICRODATA												
						1						1
						7.7						.9
TEKTRONIX												
								1				1
								11.1				.9
DO NOT KNOW THE VENDORS												
1	1				2			2	1			7
12.5	7.1				14.3			22.2	12.5			6.2
FOUR PHASE												
3				2		2		1				8
37.5				20.0		15.4		11.1				7.1
SYCOR												
	2	2										7
	14.3	12.5		20.0		7.7						6.2
GENERAL AUTOMATION												
1				1	1	3			1			7
12.5				10.0	7.1	23.1			12.5			6.2
MINICOMPUTER CO.S												
	3	1		1	1							6
	21.4	6.3		10.0	7.1							5.3
IN GENERAL												
OTHER												
	3	2	3		1	4		1	1	1	3	19
	21.4	12.5	60.0		7.1	30.8		11.1	12.5	16.7	42.9	16.8

TOTAL DDP RESPONDENTS
COMPANIES MOST INHIBITING IN PROMOTING THE SUCCESS OF DDP-QUES.36

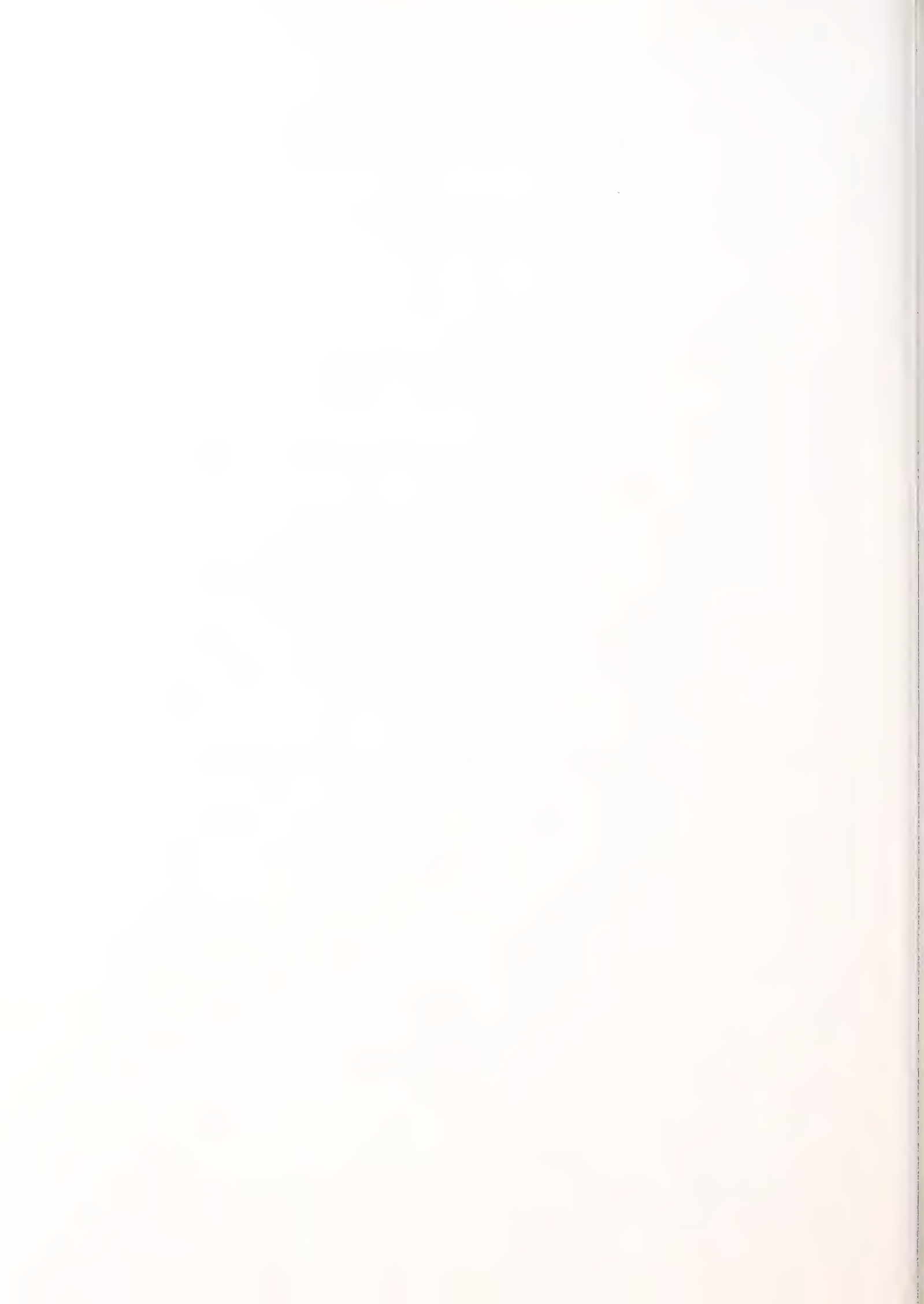
=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	8	14	16	5	10	14	13	9	8	6	7	113
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
IBM	4	8	7		5	4	7	4	3	2	3	48
	50.0	57.1	43.8	50.0	28.6	53.8	33.3	44.4	37.5	33.3	42.9	42.5
NCR		3	2		1	1	1	1	1			9
		21.4	12.5		7.1	7.7		11.1	12.5			8.0
BURROUGHS		1			2	2		1	1			7
		7.1			14.3	15.4		11.1	12.5			6.2
HONEYWELL	1	2			1	1		1				6
	12.5	14.3		10.0	7.1			11.1				5.3
UNIVAC	1		1		2				1	1		6
	12.5		6.3		14.3				12.5	16.7		5.3
BELL/ATT		1		1					1		2	6
		7.1		10.0					12.5		28.6	5.3
DIGITAL EQUIPMENT	1								1	1	1	4
	12.5								12.5	16.7	14.3	3.5
CONTROL DATA				1						1	2	4
				10.0						16.7	28.6	3.5
DATA GENERAL	1										1	2
	12.5										14.3	1.8
HEWLETT PACKARD											1	1
											14.3	.9
DATAPoint			1									1
			6.3									.9
HARRIS										1		1
										16.7		.9
DO NOT KNOW THE VENDORS	1	1				1						4
	12.5	7.1			7.1			11.1				3.5
OTHER		2	1	1		1		1		1	2	9
		14.3	6.3	20.0	7.1			11.1		16.7	28.6	8.0

TOTAL HOST RESPONDENTS

EXHIBITS - TOTAL HOST RESPONDENTS

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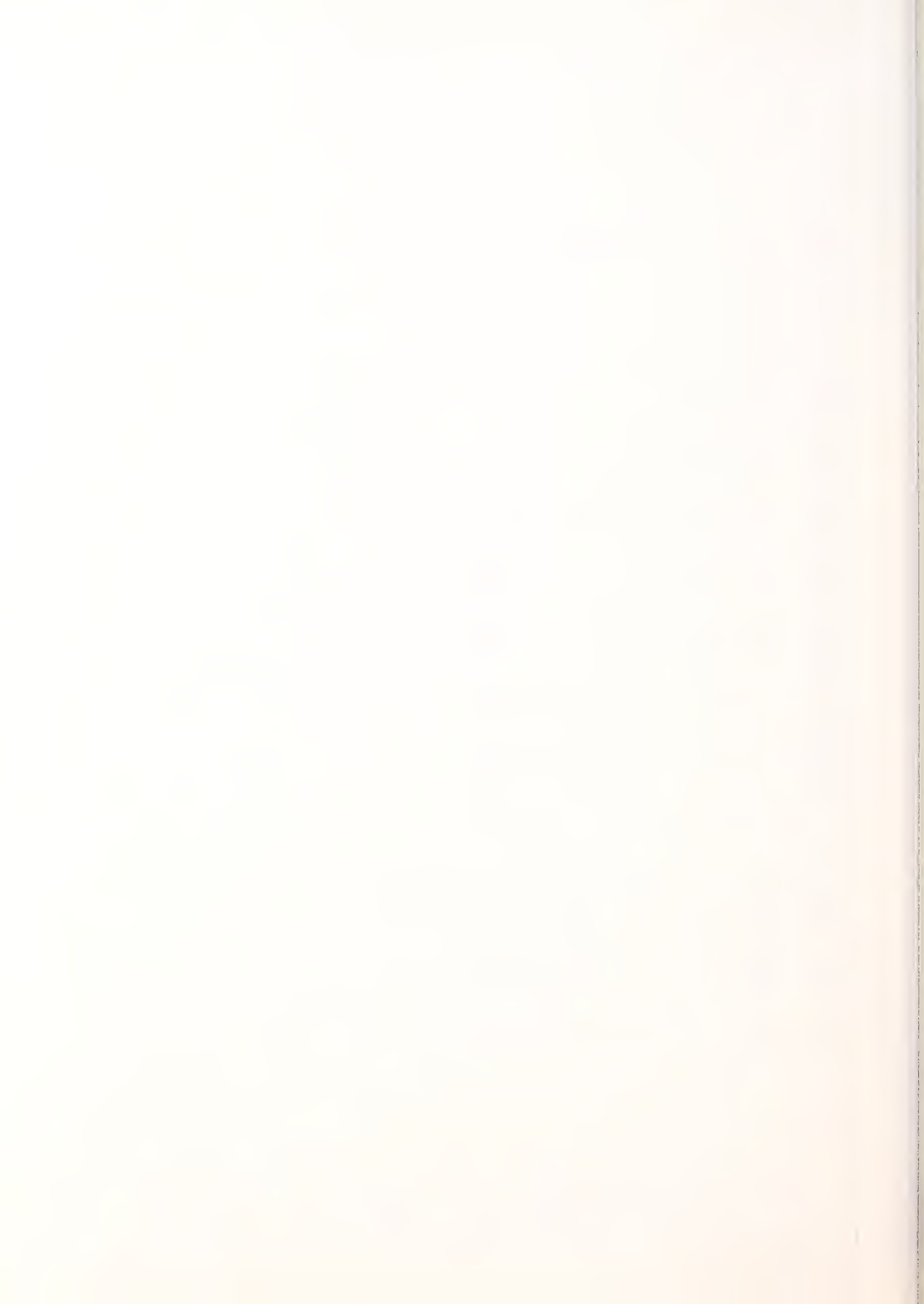


TABLE 8
TOTAL HOST RESPONDENTS
TYPE OF ACTIVITY AT LOCATION QUES.1

=====INDUSTRY CLASSIFICATION=====														=====			
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL					
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----					
TOTAL	7 100.0	12 100.0	14 100.0	3 100.0	8 100.0	11 100.0	12 100.0	3 100.0	6 100.0	7 100.0	4 100.0	5 100.0	92 100.0				
ADMINISTRATION	6 85.7	12 100.0	13 92.9	2 66.7	8 100.0	8 72.7	12 100.0	1 33.3	2 33.3	6 85.7	3 75.0	2 40.0	75 81.5				
MANUFACTURING			4 28.6		3 37.5	8 72.7					1 25.0		16 17.4				
ENGINEERING			2 14.3		4 50.0	5 45.5							11 12.0				
WAREHOUSING	1 14.3	3 25.0				4 36.4					1 25.0		9 9.8				
SALES	2 28.6	3 21.4		2 25.0						2 50.0			9 9.8				
SCHOOL							3 100.0	1 16.7			4 80.0		8 8.7				
HOSPITAL								5 83.3					5 5.4				
RETAIL STORE																	
INSTITUTION																	
OTHER	1 14.3	1 8.3	1 7.1	1 33.3	2 25.0					2 28.6	1 25.0		9 9.8				

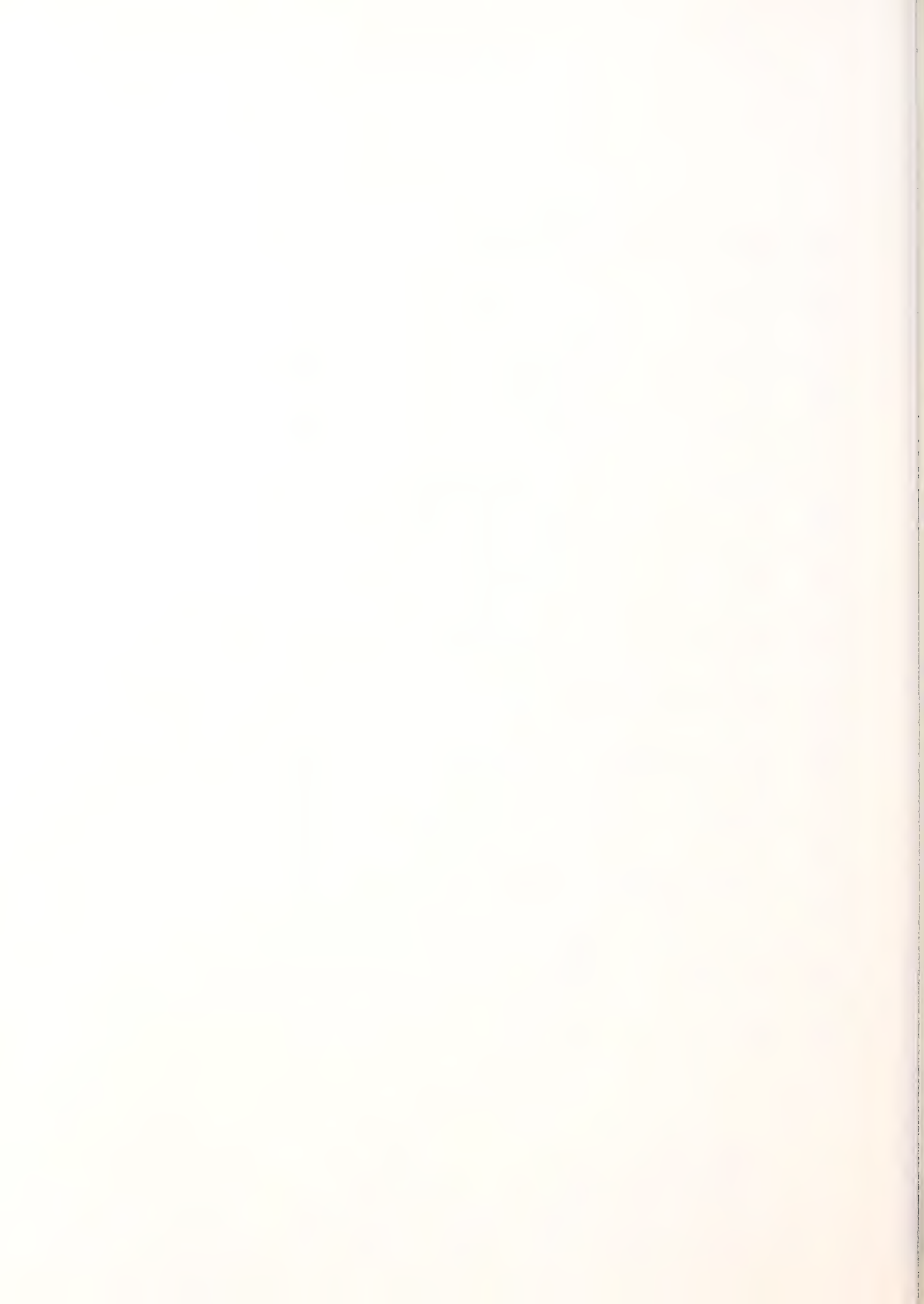


TABLE 30
TOTAL HOST RESPONDENTS
EXPERIENCE OF INTERVIEWEES WITH EDP & DDP -QUES. 4

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	7	12	14	3	8	11	12	3	6	7	4	5
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
EDP EXPERIENCE												
LESS THAN 1 YEAR												
1-2 YEARS			1									1
			7.1									1.1
3-4 YEARS			1		2							4
			7.1		18.2							4.3
5-6 YEARS							1					1
							33.3					1.1
7-8 YEARS		1			1			2	1		1	6
		8.3			9.1			33.3	14.3		20.0	6.5
9-10 YEARS	1	2	4		1	3		1		1	2	16
	14.3	16.7	28.6		12.5	25.0		16.7		25.0	40.0	17.4
11-14 YEARS	2	4			1			1	1		1	11
	28.6	33.3			9.1			33.3	16.7		20.0	12.0
15-20 YEARS	2	4	7	3	3	9		1	2	1	1	36
	28.6	33.3	50.0	100.0	37.5	75.0		16.7	28.6	25.0	20.0	39.1
MORE THAN 20 YEARS	2	1	1		3	1		1	2	1		13
	28.6	8.3	7.1		37.5	9.1		33.3	28.6	25.0		14.1
NONE												
EXPERIENCE AS A USER ONLY												
DDP EXPERIENCE												
LESS THAN 1 YEAR		1			2					1		4
		8.3			25.0					25.0		4.3
1-2 YEARS	3	2	4	3	1			1	1	2	1	19
	42.9	16.7	28.6	100.0	12.5			33.3	16.7	50.0	20.0	20.7



TABLE 30
TOTAL HOST RESPONDENTS
EXPERIENCE OF INTERVIEWEES WITH EDP & DDP - QUES. 4

=====INDUSTRY CLASSIFICATION=====													TOTAL
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL		
3-4		5 41.7	1 7.1			1 8.3		1 14.3		1 9	1 20.0	9.8	
5-6	2 28.6	2 16.7	1 7.1	2 25.0	1 9.1			1 14.3	1 25.0	1 11	1 20.0	12.0	
7-8			1 7.1									1 1.1	
9-10				1 12.5	1 9.1			1 16.7				3 3.3	
11-14													
15-20													
MORE THAN 20 YEARS													
NONE	1 14.3	2 16.7	7 50.0	2 25.0	4 36.4	11 91.7	2 66.7	4 66.7	2 28.6	2 37	40.0	40.2	
EXPERIENCE AS A USER ONLY													
	1 14.3										1 1.1		

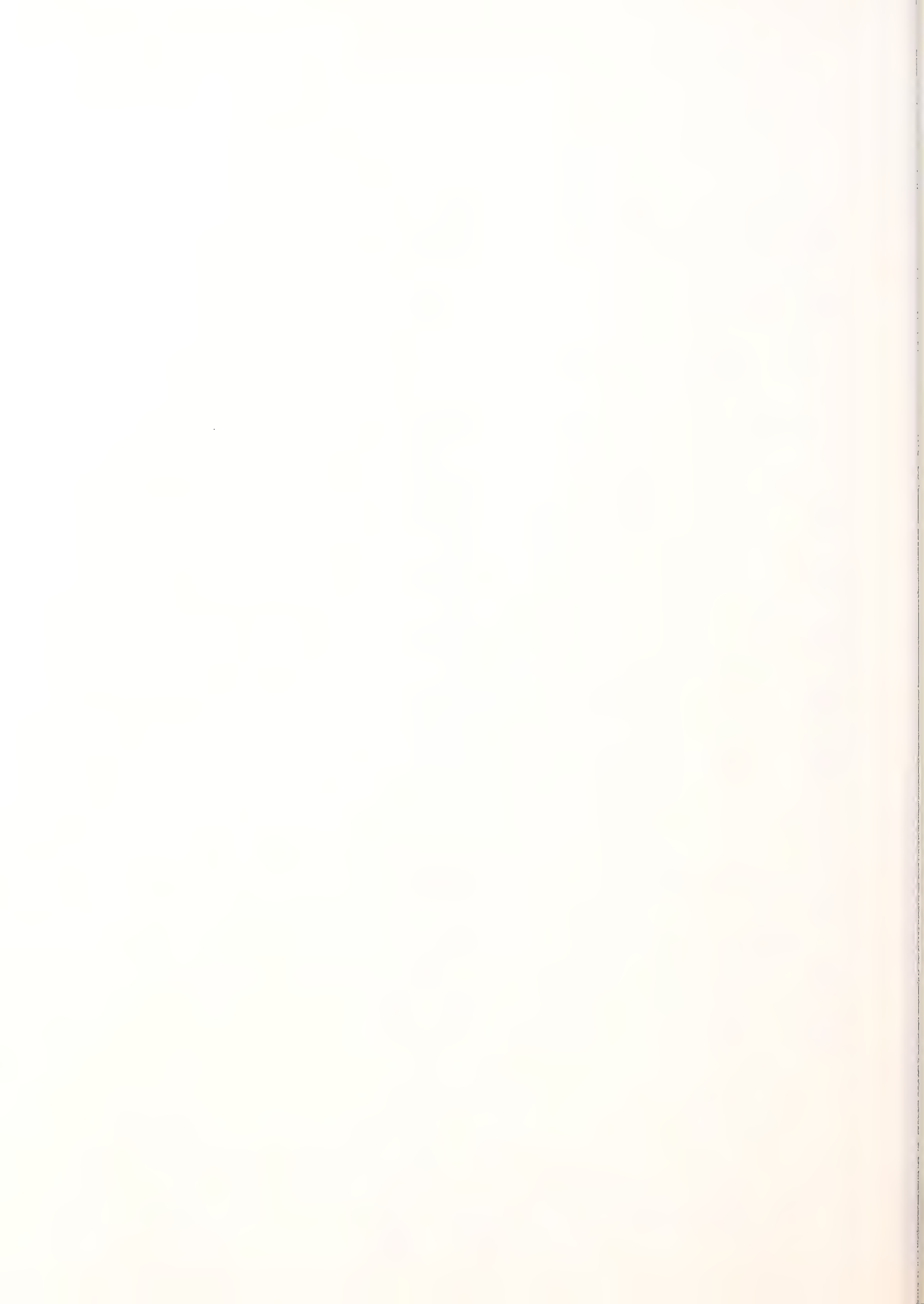


TABLE 1
TOTAL HOST RESPONDENTS
PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP.QUES12

=====INDUSTRY CLASSIFICATION=====													
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	7	12	14	3	8	11	12	3	6	7	4	5	92
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
ACCOUNTS RECEIVABLE	7	7	9	1	2	3		1	4	5	3	1	43
	100.0	58.3	64.3	33.3	25.0	27.3		33.3	66.7	71.4	75.0	20.0	46.7
ACCOUNTS PAYABLE	4	10	8	1	1	3		2	3	5	2	1	40
	57.1	83.3	57.1	33.3	12.5	27.3		66.7	50.0	71.4	50.0	20.0	43.5
GENERAL LEDGER	3	10	5	1		2		2	4	5	3		35
	42.9	83.3	35.7	33.3		18.2		66.7	66.7	71.4	75.0		38.0
PAYROLL &LABOR DISTRIBUTION	3	8	5		3	1		1	2	3	3	1	30
	42.9	66.7	35.7		37.5	9.1		33.3	33.3	42.9	75.0	20.0	32.6
INVENTORY ACCOUNTING CONTROL	5	9	3		2	1		1		4	1		26
	71.4	75.0	21.4		25.0	9.1		33.3		57.1	25.0		28.3
ORDER ENTRY	6	4	6		1	8					1		26
	85.7	33.3	42.9		12.5	72.7					25.0		28.3
SALES ANALYSIS	4	7	3		3	2					2		21
	57.1	58.3	21.4		37.5	18.2					50.0		22.8
BILLING	3	5	1		1	1			4	2	2		19
	42.9	41.7	7.1		12.5	9.1		66.7	28.6	50.0			20.7
BUDGET ADMINISTRATION	2	1	2					2	2	5	1	1	16
	28.6	8.3	14.3				66.7	33.3	71.4	25.0	20.0	20.0	17.4
PO WRITING	2	4	1				1		3	3	1	1	13
	28.6	33.3	7.1				33.3		42.9	25.0	20.0	20.0	14.1
PERSONNEL RECORDS	2	3			1			2	1	3		1	13
	28.6	25.0			12.5		66.7	16.7	42.9		20.0	20.0	14.1
COST ACCOUNTING	2	1	4		1				2		1		11
	28.6	8.3	28.6		12.5				28.6		20.0	20.0	12.0
SAVING LOAN DEPOSIT ACCOUNTING							11						11
							91.7						12.0
DEMAND DEPOSIT ACCOUNTING							10						10
							83.3						10.9

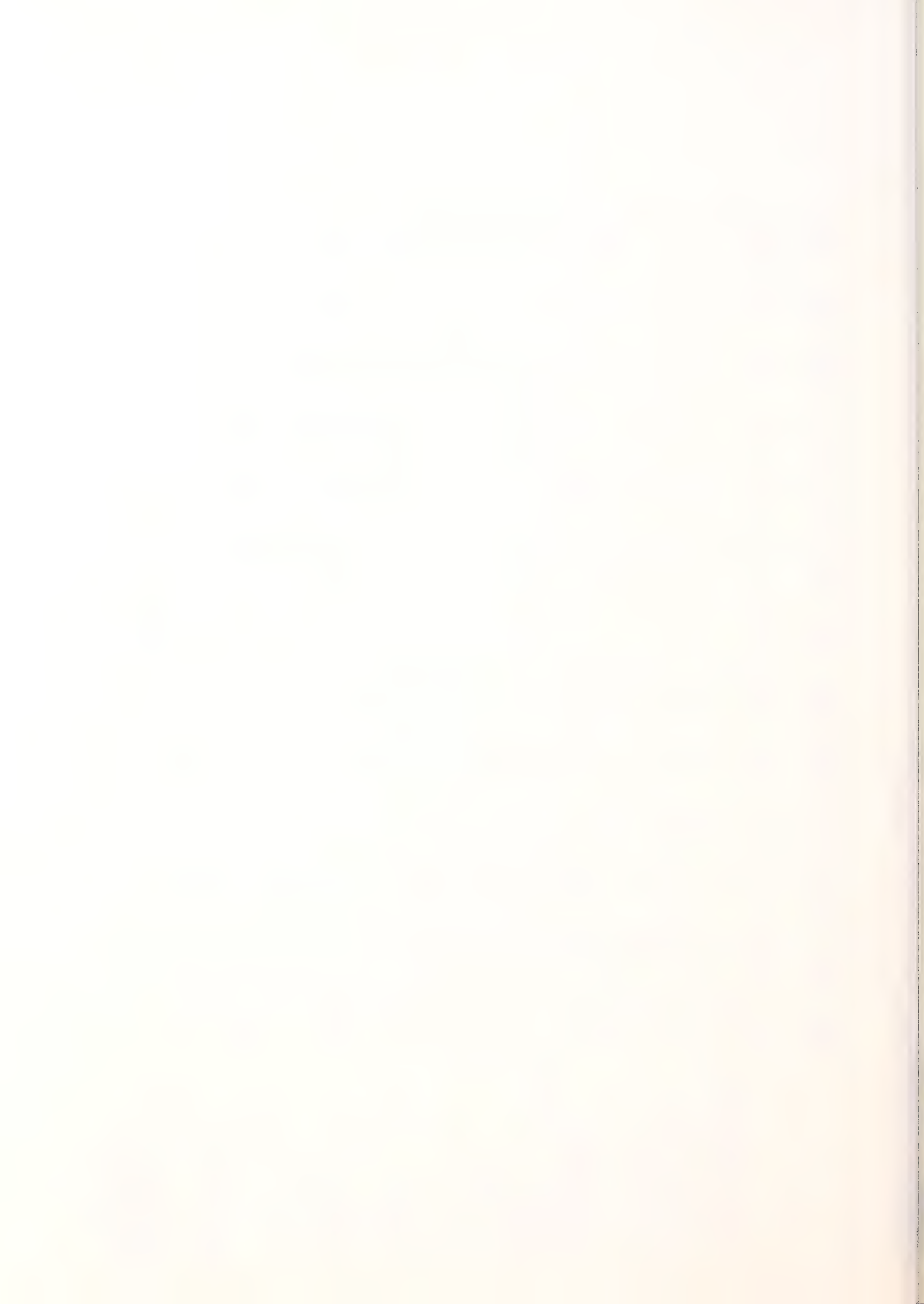




TABLE 1
TOTAL HOST RESPONDENTS
PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP.QUES12

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
FACILITIES/EQUIPMENT MAINTENANCE	1 14.3							1 16.7	2 28.6	1 25.0		5 5.4
ORDER TRACKING AND INQUIRY	1 14.3			1 12.5	3 27.3							5 5.4
SHOP LOADING		2 14.3		1 12.5	2 18.2							5 5.4
PRODUCT COSTING ESTIMATING		1 7.1		1 12.5	2 18.2					1 25.0		5 5.4
SHELF PRICE LABELS	1 14.3	2 16.7						1 16.7				4 4.3
COMPUTER EDUCATION							2 66.7				2 40.0	4 4.3
STUDENT PROBLEM SOLVING							1 33.3				3 60.0	4 4.3
STUDENT RECORDS							2 66.7				2 40.0	4 4.3
ATTENDANCE ACCOUNTING							3 100.0				1 20.0	4 4.3
ALL OTHER REVENUES ACCOUNTING									4 57.1			4 4.3
MEDICAL RECORDS AND STATISTICS								3 50.0	1 14.3			4 4.3
LABORATORY REPORTING								3 50.0	1 14.3			4 4.3
BILL OF MATERIAL MAINTENANCE				2 25.0	1 9.1					1 25.0		4 4.3
ORDER RELEASE		2 14.3		1 12.5	1 9.1							4 4.3
OTHER MOTOR FREIGHT APPLICATIONS											4 100.0	4 4.3



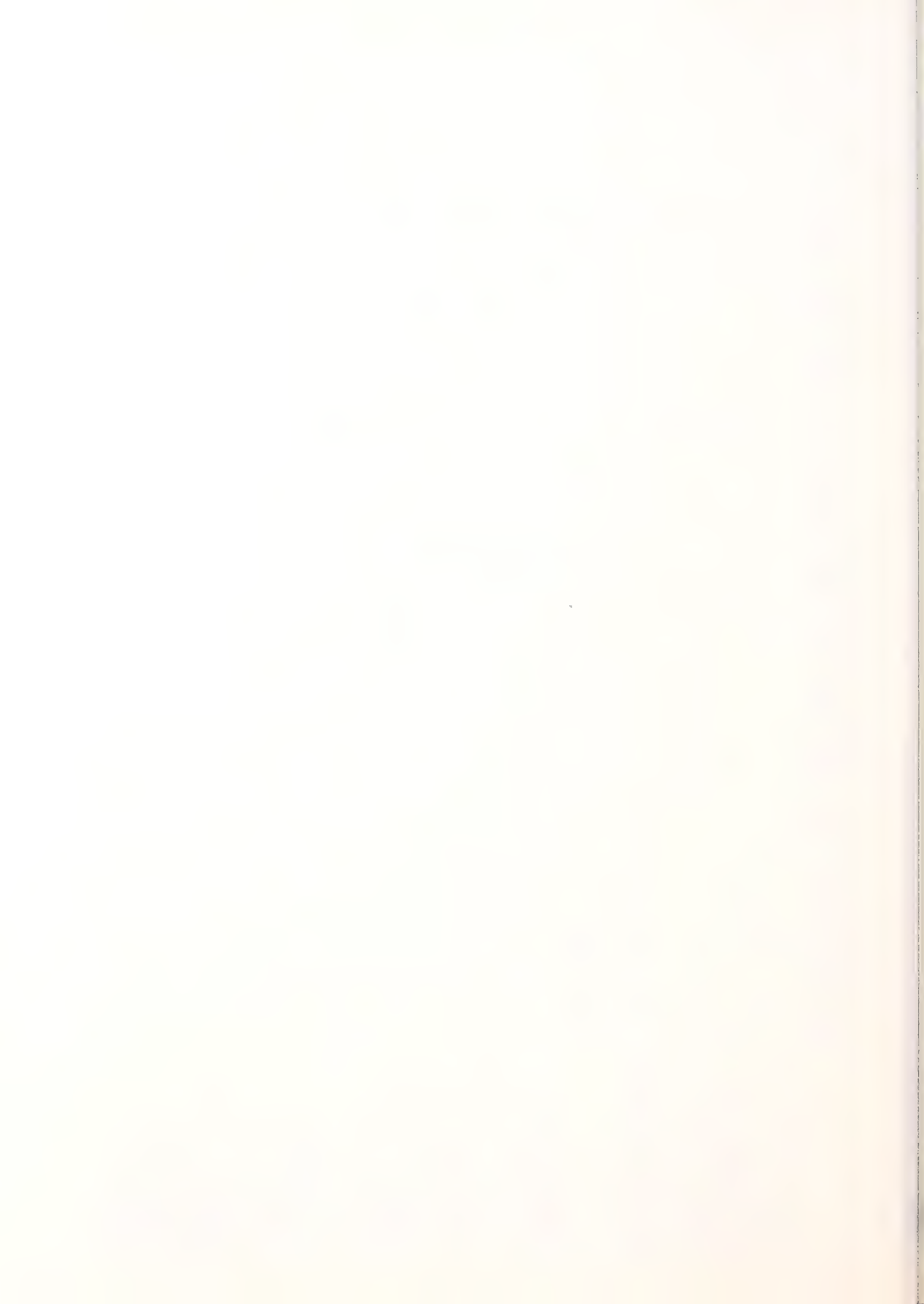


TABLE 1
TOTAL HOST RESPONDENTS
PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP.QUES12

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL

NUMERIC CONTROLLED TOOLS				1	1					1		3
				12.5	9.1					25.0		3.3
OTHER MANUFACTURING APPLICATIONS			1		1					1		3
			7.1		9.1					25.0		3.3
STOCKHOLDER RECORDS	1	1										2
	14.3	8.3										2.2
ORDER ALLOCATION	1	1										2
	14.3	8.3										2.2
CASH MANAGEMENT	1	1										2
	14.3	8.3										2.2
OTHER DISTRIBUTION APPLICATIONS	1											2
	14.3											2.2
COMMERCIAL LOANS												2
						2						2.2
PROOF OF DEPOSIT						2						2
						16.7						2.2
INVESTMENT MANAGEMENT						2						2
						16.7						2.2
ON-LINE TELLER SYSTEM						2						2
						16.7						2.2
CORRESPONDENT BANK SERVICING						2						2
						16.7						2.2
BILL STATUS/INDEX RETRIEVAL						1				1		2
						8.3				14.3		2.2
OTHER TAX										2		2
										28.6		2.2
LICENSING										2		2
										28.6		2.2
SUPPLIES INVENTORY										1		2
										16.7		2.2



TABLE 1

INDUSTRY CLASSIFICATION



U.S. GOVERNMENT PRINTING OFFICE: 1967

1. **RESEARCH**

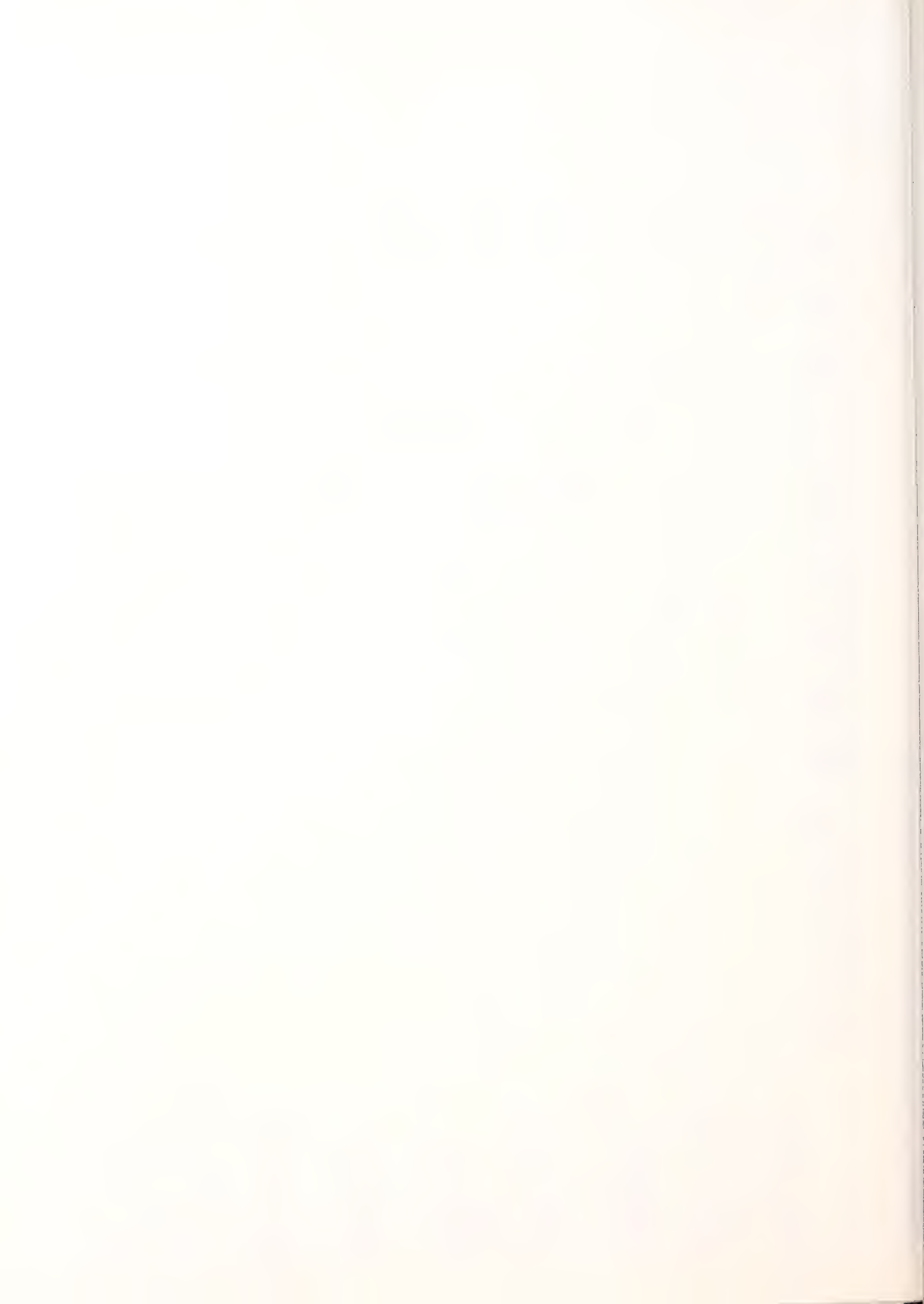


TABLE 41
TOTAL HOST RESPONDENTS
APPLICATION STRUCTURE-QUES. 12

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	7	12	14	3	8	11	12	3	6	7	4	5
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
COMBINED RJE	1	1	3		1	7			1			14
KE TERMINAL SYSTEMS	14.3	8.3	21.4		12.5	63.6			14.3			15.2
DISTRIBUTED	1	3	6		2			1		1		14
PROCESSING-HOST	14.3	25.0	42.9		25.0			16.7		25.0		15.2
DEPENDENT												
BANKING							9					9
							75.0					9.8
STANDALONE BUSINESS		2	6					1				9
D.P.		16.7	42.9					33.3				9.8
ADMINISTRATIVE								3	1		3	7
EDUCATION							100.0	16.7			60.0	7.6
DISTRIBUTED HOST	2	3									1	6
SUPPORT	28.6	25.0									20.0	6.5
DISTRIBUTED BUSINESS	1		1		1		3					6
PROCESSING-LARGE	14.3		7.1		12.5		25.0					6.5
ACCOUNT												
BUSINESS	1		4			1						6
SYSTEMS-SMALL	14.3		28.6			9.1						6.5
ACCOUNT												
PRODUCTION		1	1		1	1				1		5
MONITORING		8.3	7.1		12.5	9.1				25.0		5.4
REMOTE BATCH	2	1	1	1								5
	28.6	8.3	7.1	33.3								5.4
KEY ENTRY	1		2						1			4
	14.3		14.3						14.3			4.3
MULTI-FUNCTIONAL		1	1	1				1				4
WORKSTATION SYSTEMS		8.3	7.1	33.3				16.7				4.3
HOSPITAL								3				3
								50.0				3.3



TABLE 41
TOTAL HOST RESPONDENTS
APPLICATION STRUCTURE--QUES. 12

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
COMPUTER LAB												
				1			1				1	3
				12.5			33.3				20.0	3.3
DISCRETE PIECE MANUFACTURING												
				1						1		2
				12.5						25.0		2.2
SPECIALIZED CONTROL AND DATA ACQUISITION												
								1	1			2
								16.7	14.3			2.2
TRANSACTION PROCESSING												
	1				1							2
	8.3				9.1							2.2
PLANT FLOOR SYSTEMS												
				1	1							2
				12.5	9.1							2.2
POINT OF SALE												
	2											2
	16.7											2.2
GRAPHICS												
				1						1		2
				12.5						25.0		2.2
DESIGN AND DRAFTING AUTOMATION												
				2								2
				25.0								2.2
GOVERNMENT KNOWN												
									2			2
									28.6			2.2
PROCESS CONTROL												
				1								1
				12.5								1.1
TEST AND INSPECTION												
				1								1
				12.5								1.1
LAB AUTOMATION												
								1				1
								16.7				1.1
INSTRUMENT AUTOMATION												
								1				1
								16.7				1.1
BUILDING ENVIRONMENT												
								1				1
								16.7				1.1
OTHER ENVIRONMENT MONITORING												
											1	1
									14.3			1.1



TOTAL HOST RESPONDENTS

=====INDUSTRY CLASSIFICATION=====

TABLE 31
TOTAL HOST RESPONDENTS
TIE-INS WITH OTHER SYSTEMS QUES.13

=====INDUSTRY CLASSIFICATION=====														TOTAL
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL			TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	7	12	14	3	8	11	12	3	6	7	4	5		92
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0		100.0
YES, TIE-INS WERE REPORTED PRESENT OR PLANNED	3	5	4	3	5	10	1	1	2	2	1	4		41
	42.9	41.7	28.6	100.0	62.5	90.9	8.3	33.3	33.3	28.6	25.0	80.0		44.6
NO TIE-INS REPORTED	4	6	10		2	1	11	2	4	5	3	1		49
	57.1	50.0	71.4		25.0	9.1	91.7	66.7	66.7	71.4	75.0	20.0		53.3

TABLE 10
TOTAL HOST RESPONDENTS
FOR YOUR COMPANY WHAT IMPACT WILL THE FOLLOWING HAVE ON DDP?QUES.14

=====INDUSTRY CLASSIFICATION=====													=====				
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL					
	7	12	14	3	8	11	12	3	6	7	4	5	92				
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0				
SATELLITE,VAN,OR OTHER COMMUNICATION TRENDS?																	
MAJOR	2	4	3	1	2	6	2		1	2	2		25				
	28.6	33.3	21.4	33.3	25.0	54.5	16.7		16.7	28.6	50.0		27.2				
SOME	1	3	5	1	2	4	1	3	1	1		3	25				
	14.3	25.0	35.7	33.3	25.0	36.4	8.3	100.0	16.7	14.3		60.0	27.2				
MINIMAL	1	2	3		2		6		1	2	1	1	19				
	14.3	16.7	21.4		25.0		50.0		16.7	28.6	25.0	20.0	20.7				
NO	2	3	3	1	1	1	3		3	2	1	1	21				
	28.6	25.0	21.4	33.3	12.5	9.1	25.0		50.0	28.6	25.0	20.0	22.8				
INCREASE DDP	6	7	14	2	4	9	7	3	2	5	3	2	64				
	85.7	58.3	100.0	66.7	50.0	81.8	58.3	100.0	33.3	71.4	75.0	40.0	69.6				
DECREASE DDP																	
INCREASE OF AUTOMATION OF THE OFFICE?																	
MAJOR		1	4		1	3			2	2			13				
		8.3	28.6		12.5	27.3			33.3	28.6			14.1				
SOME	3	2	5	3	1	3	3		2	2	1	2	27				
	42.9	16.7	35.7	100.0	12.5	27.3	25.0		33.3	28.6	25.0	40.0	29.3				
MINIMAL	2	3	2		4	3	3	2		2		3	24				
	28.6	25.0	14.3		50.0	27.3	25.0	66.7		28.6		60.0	26.1				
NO	1	6	3		1	2	6	1	2	1	3		26				
	14.3	50.0	21.4		12.5	18.2	50.0	33.3	33.3	14.3	75.0		28.3				
INCREASE DDP	4	4	12	3	5	6	5	2	3	4	1	3	52				
	57.1	33.3	85.7	100.0	62.5	54.5	41.7	66.7	50.0	57.1	25.0	60.0	56.5				
DECREASE DDP																	
	1												1				
	14.3												1.1				

TABLE 10
TOTAL HOST RESPONDENTS
FOR YOUR COMPANY WHAT IMPACT WILL THE FOLLOWING HAVE ON DDP?QUES.14

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
----	----	----	----	----	----	----	----	----	----	----	----	----
CONTINUATION OF												
PRESENT LACK OF												
DDP STANDARDIZATION												
MAJOR	1	4	5	1	4	2	2	1	1	1		20
	14.3	33.3	35.7	12.5	36.4	16.7		16.7	14.3	25.0		21.7
	1	3	5	3	2	6	2	4	3	2	2	34
	14.3	25.0	35.7	33.3	18.2	50.0	66.7	66.7	42.9	50.0	40.0	37.0
MINIMAL	3	1	3	2	3	2	2	1	1	1	2	21
	42.9	8.3	21.4	66.7	27.3	16.7	33.3	16.7	14.3	25.0	40.0	22.8
NO	1	4	1	2	2	2	2		2		1	15
	14.3	33.3	7.1	25.0	18.2	16.7			28.6		20.0	16.3
INCREASE DDP												
DECREASE DDP	1	1	2		2				1			7
	14.3	8.3	14.3		18.2				14.3			7.6
INCREASE OF HARDWARE/SOFTWARE CAPABILITY	4	6	9	2	5	8	1	3	3	4	1	51
	57.1	50.0	64.3	66.7	45.5	66.7	33.3	50.0	42.9	100.0	20.0	55.4
	3	3	8	3	2		1		4			24
	42.9	25.0	57.1	37.5	18.2		33.3		57.1			26.1
SOME	5	3	3	2	6	7		4	1	1	4	35
	41.7	21.4	21.4	66.7	54.5	58.3		66.7	14.3	25.0	80.0	38.0
MINIMAL	2	3	1	1	2	3	2	2	1	2		20
	28.6	25.0	7.1	33.3	18.2	25.0	66.7	33.3	14.3	50.0		21.7
NO	1	1	2	1	1	2			1	1	1	11
	14.3	8.3	14.3	12.5	9.1	16.7			14.3	25.0	20.0	12.0
INCREASE DDP	5	8	10	2	8	7	2	3	5	3	1	59
	71.4	66.7	71.4	66.7	72.7	58.3	66.7	50.0	71.4	75.0	20.0	64.1
DECREASE DDP												
DECREASE DDP	1	1	2		1							5
	14.3	8.3	14.3		9.1							5.4

TABLE 10
TOTAL HOST RESPONDENTS
FOR YOUR COMPANY WHAT IMPACT WILL THE FOLLOWING HAVE ON DDP?QUES.14

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
----	----	----	----	----	----	----	----	----	----	----	----	----
MAJOR	3	2		1	1	3	1	1	2			14
	25.0	14.3		12.5	9.1	25.0	33.3	16.7	28.6			15.2
SOME	2	3	4	1	3	5	7	2	3		3	33
	28.6	25.0	28.6	33.3	37.5	45.5	58.3	33.3	42.9		60.0	35.9
MINIMAL	1	4	1	2	4	1				2		15
	14.3	28.6	33.3	25.0	36.4	8.3				50.0		16.3
NO	2	5	4	1	1	1	2	3	2	2	2	26
	28.6	41.7	28.6	12.5	9.1	8.3	66.7	50.0	28.6	50.0	40.0	28.3
INCREASE	2	10	2	4	2	7	3	1	2		1	34
	16.7	71.4	66.7	50.0	18.2	58.3	100.0	16.7	28.6		20.0	37.0
DECREASE	2	4	1		7	2		1	2	2	1	22
	28.6	33.3	7.1		63.6	16.7		16.7	28.6	50.0	20.0	23.9

CONSTRAINTS BY
FEDERAL AGENCIES,
POWER LIMITATIONS

TOTAL HOST RESPONDENTS
OUTLINE THE PLAN FOR YOUR ACTUAL/PLANNED DDP SYSTEM-QUES.15C

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	7	12	14	3	8	11	12	3	6	7	4	92
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
RING WITH HOST	1								1	1		3
	8.3								14.3	25.0		3.3
RING WITHOUT HOST												
STAR	5	5	10	2	5	3	2	1	4	3	2	42
	71.4	41.7	71.4	66.7	62.5	27.3	16.7	33.3	66.7	42.9	40.0	45.7
HIERARCHICAL	2	5	3	1	1	4	9	1	2	3	1	33
	28.6	41.7	21.4	33.3	12.5	36.4	75.0	33.3	33.3	42.9	20.0	35.9
HYBRID					2		1	1			1	5
					18.2		8.3	33.3			20.0	5.4
NOT YET DETERMINED	1	1			1						1	4
OR OTHER	8.3	7.1			12.5						20.0	4.3

TABLE 42
TOTAL HOST RESPONDENTS
PRIMARY APPLICATIONS FOR DDP-QUES.16F

=====INDUSTRY CLASSIFICATION=====														-----		
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL				
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----		
7	12	14	3	8	11	12	3	6	7	4	5	92	5	100.0		
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0		
ACCOUNTS RECEIVABLE																
6	5	6			2			2		2	1	24	1	26.1		
85.7	41.7	42.9			18.2			33.3		50.0	20.0					
BILLING																
5	2	3	1	1	3			2	1	3	1	22	1	23.9		
71.4	16.7	21.4	33.3	12.5	27.3			33.3	14.3	75.0	20.0					
ACCOUNTS PAYABLE																
3	6	4			3		1	1		3	1	22	1	23.9		
42.9	50.0	28.6			27.3		33.3	16.7		75.0	20.0					
INVENTORY ACCOUNTING CONTROL																
4	4	2		2	4		1			3	1	21	1	22.8		
57.1	33.3	14.3		25.0	36.4		33.3			75.0	20.0					
ORDER ENTRY																
5	1	6	1	2	2			1	1	2		21		22.8		
71.4	8.3	42.9	33.3	25.0	18.2			16.7	14.3	50.0						
GENERAL LEDGER																
2	5	2			3		1	2	1	3	1	20	1	21.7		
28.6	41.7	14.3			27.3		33.3	33.3	14.3	75.0	20.0					
PAYROLL & LABOR DISTRIBUTION																
2	3	3		1	3		1	1		3	1	18	1	19.6		
28.6	25.0	21.4		12.5	27.3		33.3	16.7		75.0	20.0					
BUDGET ADMINISTRATION																
4	1			1	2		1	3	2	2	1	17	1	18.5		
57.1	8.3			12.5	18.2		33.3	50.0	28.6	50.0	20.0					
SALES ANALYSIS																
5	2	1			3				1	3		15		16.3		
71.4	16.7	7.1			27.3				14.3	75.0						
PERSONNEL RECORDS																
3					4		1	2	2	2	1	15	1	16.3		
42.9					36.4		33.3	33.3	28.6	50.0	20.0					
PO WRITING																
3	1			2	3		1	1	1		1	13	1	14.1		
42.9	8.3			25.0	27.3		33.3	16.7	14.3		20.0					
FIXED ASSETS ACCOUNTING																
3	1				2			1	1	2	1	11	1	12.0		
42.9	8.3				18.2			16.7	14.3	50.0	20.0					
FACILITIES/EQUIPMENT MAINTENANCE																
2		1			2			2		2	1	10	1	10.9		
28.6		7.1			18.2			33.3		50.0	20.0					
COST ACCOUNTING																
1	1	1		1	2			1		2		9	2	9.8		
14.3	8.3	7.1		12.5	18.2			16.7		50.0						

TABLE 42
TOTAL HOST RESPONDENTS
PRIMARY APPLICATIONS FOR DDP-QUES.16F

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
SHIPPING	2 28.6			2 25.0	3 27.3					2 50.0		9 9.8
SAVING LOAN DEPOSIT ACCOUNTING						9 75.0						9 9.8
JOB COSTING	2 28.6			1 12.5	2 18.2		1 33.3	1 16.7		1 25.0		8 8.7
MAILINGS/MAILING LISTS	2 28.6	1 7.1			2 18.2					2 50.0	1 20.0	8 8.7
DEMAND DEPOSIT ACCOUNTING						8 66.7						8 8.7
ORDER TRACKING AND INQUIRY	1 14.3	2 14.3		2 25.0	3 27.3							8 8.7
MATH/STATISTICAL ANALYSIS	1 14.3				2 18.2			1 16.7	1 14.3	1 25.0	1 20.0	7 7.6
WORD PROCESSING	2 28.6	1 8.3			3 27.3						1 20.0	7 7.6
ENG.RESEARCH ADV.MGT.COMPUTING	1 14.3				2 18.2					3 75.0	1 20.0	7 7.6
CONSUMER LOANS						7 58.3						7 7.6
PROJECT MANAGEMENT AND CONTROL	1 14.3	2 14.3		1 12.5	2 18.2					1 25.0		7 7.6
SHOP SCHEDULING		2 14.3		2 25.0	2 18.2							6 6.5
OTHER MANUFACTURING APPLICATIONS		2 14.3	2 66.7		1 9.1					1 25.0		6 6.5
RECEIVING	1 14.3							2 33.3		1 25.0	1 20.0	5 5.4
TAX & GOV. REPORTING	2 28.6				2 18.2						1 20.0	5 5.4

TABLE 42
TOTAL HOST RESPONDENTS
PRIMARY APPLICATIONS FOR DDP-QUES.16F

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
COMPUTER ASSISTED INSTRUCTION							2 66.7				3 60.0	5 5.4
STUDENT RECORDS							3 100.0				2 40.0	5 5.4
STUDENT SCHEDULING							3 100.0		1 14.3		1 20.0	5 5.4
CUSTOMER INFORMATION SYSTEM						5 41.7						5 5.4
OTHER FINANCE APPLICATIONS						5 41.7						5 5.4
INVENTORY MANAGEMENT ACCTG		2 14.3		1 12.5	1 9.1					1 25.0		5 5.4
STORES INVENTORY CONTROL		3 21.4	1 33.3							1 25.0		5 5.4
TIME AND ATTENDANCE		2 14.3		1 12.5	1 9.1					1 25.0		5 5.4
STOCKHOLDER RECORDS	1 14.3				2 18.2				1 14.3			4 4.3
ORDER ALLOCATION	2 28.6	1 7.1	1 33.3									4 4.3
STOCK REPLENISHMENT	3 42.9	1 7.1										4 4.3
STUDENT PROBLEM SOLVING							2 66.7				2 40.0	4 4.3
ATTENDANCE ACCOUNTING	1 14.3						3 100.0					4 4.3
ADMISSIONS/REGISTRATION							2 66.7				2 40.0	4 4.3
ON-LINE TELLER SYSTEM						4 33.3						4 4.3

TABLE 42

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
SHOP LOADING												
		2			1							3
		14.3			9.1							3.3
MATERIAL MOVE												
1		1		1								3
14.3		7.1		12.5								3.3
NUMERIC CONTROLLED												
1		1								1		3
14.3		7.1								25.0		3.3
SHOP FLOOR DATA												
		1			2							3
		7.1			18.2							3.3
OTHER MOTOR FREIGHT												
										3		3
										75.0		3.3
ROUTE ACCOUNTING												
1										1		2
14.3										25.0		2.2
SHELF PRICE LABELS												
1										1		2
14.3										25.0		2.2
OTHER DISTRIBUTION												
1		1										2
14.3		7.1										2.2
INVESTMENT												
						2						2
						16.7						2.2
PROPERTY TAX												
									2			2
									28.6			2.2
TRAFFIC CITATION												
									2			2
									28.6			2.2
ADMISSIONS AND												
								2				2
								33.3				2.2
AUTOMATED PATIENT												
			1					1				2
			33.3					16.7				2.2
AGENCY ACCOUNTING												
						2						2
						16.7						2.2
DISBURSEMENT												
						2						2
						16.7						2.2

TOTAL HOST RESPONDENTS
PRIMARY APPLICATIONS FOR DDP-QUES. 16F

	=====INDUSTRY CLASSIFICATION=====													
	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	
DEMAND FORECASTING	1		1										2	
	14.3		7.1										2.2	
FREIGHT BILL ENTRY														
											2		2	
											50.0		2.2	
SHIPMENT ANALYSIS											2		2	
											50.0		2.2	
BIG TICKET INQUIRY/ RESERVATIONS	1												1	
	14.3												1.1	
ALUMNI RECORDS												1	1	
												20.0	1.1	
COMMERCIAL LOANS	1												1	
	14.3												1.1	
PROOF OF DEPOSIT							1						1	
							8.3						1.1	
CORPORATE TRUST			1										1	
			7.1										1.1	
CORRESPONDENT BANK SERVICING							1						1	
							8.3						1.1	
APPROPRIATION ACCOUNTING										1			1	
										14.3			1.1	
INCOME TAX										1			1	
										14.3			1.1	
OTHER TAX										1			1	
										14.3			1.1	
LICENSING										1			1	
										14.3			1.1	
ALL OTHER REVENUES ACCOUNTING										1			1	
										14.3			1.1	
WELFARE AND SOCIAL ASSISTANCE										1			1	
										14.3			1.1	

[illegible]

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	7 100.0	12 100.0	14 100.0	3 100.0	8 100.0	11 100.0	12 100.0	3 100.0	6 100.0	7 100.0	4 100.0	5 100.0
DATA PROCESSING MANAGEMENT ANALYSIS	6 85.7	5 41.7	11 78.6	3 100.0	5 62.5	9 81.8	10 83.3	1 33.3	6 100.0	5 71.4	3 75.0	2 40.0
STEERING/ADVISORY COMMITTEE	1 8.3	2 14.3	1 33.3	1 33.3	3 27.3	6 50.0	1 33.3	2 33.3	3 42.9	1 25.0	1 20.0	1 22.8
EVOLUTIONARY PROCESS	3 25.0				1 9.1						3 60.0	7 7.6
EXECUTIVE DECISION	1 8.3	1 7.1	1 7.1	1 33.3	1 9.1					2 50.0	1 20.0	6 6.5
DP STUDY OF OTHER USERS EXPERIENCE	1 14.3		1 7.1	1 33.3				1 16.7				4 4.3
OUTSIDE CONSULTANT RECOMMENDATION		2 16.7	1 7.1		1 9.1							4 4.3
OTHER	1 14.3	1 8.3			1 12.5			1 33.3				4 4.3

TABLE 33
TOTAL HOST RESPONDENTS
WHO WAS INVOLVED IN THE DECISION TO GO TO DDP?QUES.17A

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	7	12	14	3	8	11	12	3	6	7	4	5
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
DATA PROCESSING	5	10	12	3	6	8	8	1	6	5	2	2
MANAGEMENT	71.4	83.3	85.7	100.0	75.0	72.7	66.7	33.3	100.0	71.4	50.0	40.0
TOP EXECUTIVE LEVEL	2	6	3		1	3	3		1	1	3	1
	28.6	50.0	21.4		12.5	27.3	25.0		16.7	14.3	75.0	20.0
ADVISORY COMMITTEE	1	1	2	2	1	1	3	2	1	3	1	4
	14.3	8.3	14.3	66.7	12.5	9.1	25.0	66.7	16.7	42.9	25.0	80.0
VP EXECUTIVE LEVEL	1	4	1			2	3	1	1			
NON-DP	14.3	33.3	7.1		18.2		25.0	33.3	16.7			
REMOTE SITE USER			3							1	2	6
			21.4						14.3	50.0		6.5
OTHER		2	1		1		1	1			1	7
	16.7	7.1		12.5			8.3	16.7			20.0	7.6

TABLE 34
TOTAL HOST RESPONDENTS
WHO MADE THE FINAL PRODUCT SELECTION DECISION? QUES. 17B

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	7 100.0	12 100.0	14 100.0	3 100.0	8 100.0	11 100.0	12 100.0	3 100.0	6 100.0	7 100.0	4 100.0	5 100.0
DP MANAGEMENT	4 57.1	9 75.0	9 64.3	3 100.0	4 50.0	6 54.5	8 66.7	1 33.3	4 66.7	4 57.1	2 50.0	2 40.0
TOP EXECUTIVE OR ADMINISTRATIVE DECISION	2 28.6	2 16.7	4 28.6		2 25.0	4 36.4	3 25.0	2 66.7	2 33.3	3 42.9	2 50.0	2 40.0
VP EXECUTIVE LEVEL NON-DP		4 33.3	1 7.1		2 18.2	1 8.3	1 8.3		1 16.7			9 9.8
REMOTE SITE USER			1 7.1								1 20.0	2 2.2
OTHER	1 8.3				1 12.5			1 33.3				3 3.3

TABLE 2
TOTAL HOST RESPONDENTS
MOST IMPORTANT FACTORS IN SELECTING A DDP VENDOR
QUES.19

=====INDUSTRY CLASSIFICATION=====														=====			
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL					
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----					
TOTAL	7 100.0	12 100.0	14 100.0	3 100.0	8 100.0	11 100.0	12 100.0	3 100.0	6 100.0	7 100.0	4 100.0	5 100.0	92				
RELIABILITY	5 71.4	10 83.3	9 64.3	2 66.7	3 37.5	5 45.5	4 33.3	3 100.0	3 50.0	4 57.1		2 40.0	50				
AVAILABILITY													54.3				
MAINTENANCE	2 28.6	8 66.7	12 85.7	2 66.7	5 62.5	2 18.2	4 33.3	2 66.7	3 50.0	1 14.3	2 50.0	1 20.0	44				
COST/PERFORMANCE	1 14.3	1 8.3	4 28.6	2 66.7	2 25.0	3 27.3	5 41.7	1 33.3	1 16.7	5 71.4	1 25.0	2 40.0	47.8				
SOFTWARE EASE OF USE	4 57.1	4 33.3	5 35.7	1 33.3	2 25.0	1 9.1		2 66.7	1 16.7		1 25.0		21				
SUPPORT													22.8				
COMPANY REPUTATION		2 16.7	1 7.1		1 12.5	3 27.3	1 8.3	1 33.3	3 50.0	2 28.6	1 25.0	1 20.0	16				
STABILITY													17.4				
COMPATIBILITY WITH			1 7.1			5 45.5	2 16.7	1 33.3	2 33.3	1 14.3	1 25.0	1 20.0	14				
EXISTING HARDWARE													15.2				
SOFTWARE CAPABILITY	2 28.6	1 8.3	3 21.4	1 33.3			1 8.3				1 25.0	1 20.0	10				
EASE OF DEVELOPMENT			3 21.4			2 18.2	2 16.7	1 16.7					9				
& EXPANSION													9.8				
HARDWARE CAPABILITY		1 8.3	1 7.1	1 33.3	1 12.5					2 28.6	1 25.0		7				
													7.6				
COMPATIBILITY WITH		1 8.3			1 12.5	1 9.1	1 8.3	1 16.7					5				
IBM PROTOCOLS													5.4				
TURNKEY SYSTEMS		1 8.3	1 7.1										2				
													2.2				
OTHER		1 8.3	1 7.1			1 9.1	1 8.3			2 28.6			6				
													6.5				

TABLE 3
TOTAL HOST RESPONDENTS
DO YOU HAVE STRONG CENTRALIZED CONTROL FOR DDP?
QUES.20

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	7	12	14	3	8	11	12	3	6	7	4	5
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
SYSTEM DEVELOPMENT	7	12	14	3	6	10	11	3	5	6	3	5
CURRENTLY-YES	100.0	100.0	100.0	100.0	75.0	90.9	91.7	100.0	83.3	85.7	75.0	100.0
SYSTEM DEVELOPMENT					1	1			1	1	1	5
CURRENTLY-NO					12.5	9.1			16.7	14.3	25.0	5.4
SYSTEM DEVELOPMENT	6	9	10	2	5	2	1	1	3	4	4	1
PLANNED-YES	85.7	75.0	71.4	66.7	62.5	18.2	8.3	33.3	50.0	57.1	100.0	20.0
SYSTEM DEVELOPMENT		1	1		1	1			1	1		1
PLANNED-NO		8.3	7.1		12.5	9.1			16.7	14.3	20.0	7.6
EQUIP. PROCUREMENT	7	12	13	3	7	8	11	3	5	6	3	5
CURRENTLY-YES	100.0	100.0	92.9	100.0	87.5	72.7	91.7	100.0	83.3	85.7	75.0	100.0
EQUIP. PROCUREMENT			1		2				1	1		5
CURRENTLY-NO			7.1		18.2				16.7	14.3		5.4
EQUIP. PROCUREMENT	6	9	11	2	6	2	1	1	3	4	3	1
PLANNED-YES	85.7	75.0	78.6	66.7	75.0	18.2	8.3	33.3	50.0	57.1	75.0	20.0
EQUIP. PROCUREMENT					1				1			1
PLANNED-NO					9.1				16.7		20.0	3.3

TABLE 19
TOTAL HOST RESPONDENTS
RATE THE FOLLOWING FACTORS AND THEIR DEGREE OF IMPORTANCE IN SELECTING A DDP VENDOR-QUES.21

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
IMPORTANT	1 14.3	1 8.3	3 21.4	2 66.7	2 25.0	3 27.3	4 33.3	2 33.3	2 28.6	2 25.0	1 20.0	24 26.1
SOMEWHAT IMPORTANT	2 16.7	1 7.1		1 12.5	2 18.2	4 33.3			1 14.3		1 20.0	12 13.0
UNIMPORTANT	1 14.3	2 16.7	2 14.3		1 9.1							6 6.5
MAINTENANCE CAPABILITY												
CRITICAL	7 100.0	3 25.0	6 42.9		2 25.0	4 36.4	5 41.7	1 33.3	3 50.0	4 100.0	2 40.0	41 44.6
VERY IMPORTANT	6 50.0	5 35.7	3 100.0	3 37.5	2 18.2	4 33.3	2 66.7	2 33.3	2 28.6		1 20.0	30 32.6
IMPORTANT	3 25.0	2 14.3		1 12.5	5 45.5			1 16.7	1 14.3			13 14.1
SOMEWHAT IMPORTANT				1 12.5		1 8.3					1 20.0	3 3.3
UNIMPORTANT												
EASE OF TRAINING AND USE												
CRITICAL	3 42.9	2 16.7	6 42.9		4 36.4				2 28.6	2 50.0	1 20.0	20 21.7
VERY IMPORTANT	1 14.3	6 50.0	3 21.4	2 66.7	1 9.1	8 66.7	3 100.0	1 16.7	4 57.1		1 20.0	36 39.1
IMPORTANT	3 42.9	2 16.7	3 21.4	1 33.3	3 12.5	1 27.3	1 8.3	1 16.7		2 50.0	3 60.0	20 21.7
SOMEWHAT IMPORTANT		1 8.3	1 7.1		2 18.2	1 8.3		4 66.7				9 9.8
UNIMPORTANT												
		1 8.3							1 14.3			2 2.2

TABLE 20
TOTAL HOST RESPONDENTS
RATE THE FOLLOWING FACTORS AND THEIR DEGREE OF IMPORTANCE
IN SELECTING A DDP VENDOR . QUES. 22

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL												
7	12	14	3	8	11	12	3	6	7	4	5	92
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
ONE STOP HARDWARE SHOPPING												
CRITICAL												
3	1	3		1				1				9
42.9	8.3	21.4		12.5				16.7				9.8
VERY IMPORTANT												
1	5	2	1	1		1		2	1		2	16
14.3	41.7	14.3	33.3	12.5		8.3		33.3	14.3		40.0	17.4
IMPORTANT												
1	1	4		2	6	1	2	2		3		22
14.3	8.3	28.6		25.0	54.5	8.3	66.7	33.3		75.0		23.9
SOMEWHAT IMPORTANT												
1	1	2	1		4	6		1	1	1	1	19
14.3	8.3	14.3	33.3		36.4	50.0		16.7	14.3	25.0	20.0	20.7
UNIMPORTANT												
1	4	2	1	3	1	2	1		5		2	22
14.3	33.3	14.3	33.3	37.5	9.1	16.7	33.3		71.4		40.0	23.9
COMPATIBILITY OF HARDWARE												
CRITICAL												
2	5	5	1	3	6	5	1	1	2	2		33
28.6	41.7	35.7	33.3	37.5	54.5	41.7	33.3	16.7	28.6	50.0		35.9
VERY IMPORTANT												
3	3	4		3	3	5	2	3	4	1	2	33
42.9	25.0	28.6		37.5	27.3	41.7	66.7	50.0	57.1	25.0	40.0	35.9
IMPORTANT												
2	3	2	2	1	1			2		1	2	16
28.6	25.0	14.3	66.7	12.5	9.1			33.3		25.0	40.0	17.4
SOMEWHAT IMPORTANT												
		1			1						1	3
		7.1			9.1						20.0	3.3
UNIMPORTANT												
	1	1							1			3
	8.3	7.1							14.3			3.3
OFFERS LANGUAGE AVAILABILITY												
CRITICAL												
2	2	7	1		4	5	1	1	1	1		25
28.6	16.7	50.0	33.3		36.4	41.7	33.3	16.7	14.3	25.0		27.2

TABLE 20
TOTAL HOST RESPONDENTS
RATE THE FOLLOWING FACTORS AND THEIR DEGREE OF IMPORTANCE
IN SELECTING A DDP VENDOR . QUES. 22

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
----	----	----	----	----	----	----	----	----	----	----	----	----
VERY IMPORTANT												
3	3	5		4	5	5	1	4	5		3	38
42.9	25.0	35.7		50.0	45.5	41.7	33.3	66.7	71.4		60.0	41.3
IMPORTANT												
2	4		1	3	2		1	1		1	2	17
28.6	33.3		33.3	37.5	18.2		33.3	16.7		25.0	40.0	18.5
SOMEWHAT IMPORTANT												
	2	1	1							1		5
	16.7	7.1	33.3							25.0		5.4
UNIMPORTANT												
									1	1		2
									14.3	25.0		2.2
OFFERS APPLICATIONS SOFTWARE												
CRITICAL												
	3	3			2		2				1	12
	25.0	21.4			18.2		66.7			25.0	20.0	13.0
VERY IMPORTANT												
1			3	2	3	4	1	3	4		1	22
14.3			100.0	25.0	27.3	33.3	33.3	50.0	57.1		20.0	23.9
IMPORTANT												
2	2	4		2	2	2		1	1	2	2	20
28.6	16.7	28.6		25.0	18.2	16.7		16.7	14.3	50.0	40.0	21.7
SOMEWHAT IMPORTANT												
2	1	3		2	3	4					1	16
28.6	8.3	21.4		25.0	27.3	33.3					20.0	17.4
UNIMPORTANT												
2	6	3		1	1			2	2	1		18
28.6	50.0	21.4		12.5	9.1			33.3	28.6	25.0		19.6
COMPATABILITY OF SOFTWARE												
CRITICAL												
3	3	3	1	1	5	3	2	1	2	3	2	29
42.9	25.0	21.4	33.3	12.5	45.5	25.0	66.7	16.7	28.6	75.0	40.0	31.5
VERY IMPORTANT												
3	6	7	1	4	4	7		3	3	1	1	40
42.9	50.0	50.0	33.3	50.0	36.4	58.3		50.0	42.9	25.0	20.0	43.5
IMPORTANT												
1	3	3		2			1	1	1		2	14
14.3	25.0	21.4		25.0			33.3	16.7	14.3		40.0	15.2
SOMEWHAT IMPORTANT												
			1		2				1			4
			33.3		18.2				14.3			4.3

RATE THE FOLLOWING FACTORS AND THEIR DEGREE OF IMPORTANCE

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL

UNIMPORTANT												
1												
1.1												

AVAILABILITY OF NETWORK INTERCONNECT WITH SOFTWARE												
CRITICAL												
4	3	4	1	1	2	2			1	2	3	23
57.1	25.0	28.6	33.3	12.5	18.2	16.7			14.3	50.0	60.0	25.0
VERY IMPORTANT												
	3	3		3	3	5	2		1	1	1	22
	25.0	21.4		37.5	27.3	41.7	66.7		14.3	25.0	20.0	23.9
IMPORTANT												
2	2	2	1	1	1	1		1	2		1	14
28.6	16.7	14.3	33.3	12.5	9.1	8.3		16.7	28.6		20.0	15.2
SOMEWHAT IMPORTANT												
	2	1			2	2		2	1			10
	16.7	7.1			18.2	16.7		33.3	14.3			10.9
UNIMPORTANT												
1	2	3			1			3	2			12
14.3	16.7	21.4			9.1			50.0	28.6			13.0

TABLE 11
TOTAL HOST RESPONDENTS
WHOSE BUDGET ABSORBS THE DDP EXPENSE? QUES.23

=====INDUSTRY CLASSIFICATION=====													
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	7	12	14	3	8	11	12	3	6	7	4	5	92
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
CORPORATE EDP	2	8	2		2	6	6	1	2	5	3		37
	28.6	66.7	14.3		25.0	54.5	50.0	33.3	33.3	71.4	75.0		40.2
END USER	1	4	8	2	4	3	8		2	2		1	35
	14.3	33.3	57.1	66.7	50.0	27.3	66.7		33.3	28.6		20.0	38.0
DIVISION	2	1	4	1		4					1		13
	28.6	8.3	28.6	33.3		36.4					25.0		14.1
LOCATION EDP	3		1	1	1	1			1	1			9
	42.9		7.1	33.3	12.5	9.1			16.7	14.3			9.8
OTHER								2	1	1	1	4	9
							66.7	16.7	14.3	25.0	80.0		9.8

[illegible]

TABLE 13
TOTAL HOST RESPONDENTS
WILL DATA BASES BE DISTRIBUTED? QUES.25

=====INDUSTRY CLASSIFICATION=====													=====		
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL			
-----													-----		
TOTAL	7	12	14	3	8	11	12	3	6	7	4	5	92		
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0		
YES	6	5	7	3	4	8	5	2	4	2		4	50		
	85.7	41.7	50.0	100.0	50.0	72.7	41.7	66.7	66.7	28.6		80.0	54.3		
NO	1	6	6		2	3	6	1	2	4	3	1	35		
	14.3	50.0	42.9		25.0	27.3	50.0	33.3	33.3	57.1	75.0	20.0	38.0		
NOT APPLICABLE		1	1				1			1	1		5		
		8.3	7.1				8.3			14.3	25.0		5.4		

TOTAL HOST RESPONDENTS
TRANSMISSION METHODS -- AVERAGE PERCENTAGES REPORTED QUES 26 A
(NOTE: BECAUSE OF VARIATIONS IN REPORTING TOTALS WILL NOT EQUAL 100%)

=====INDUSTRY CLASSIFICATION=====													
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	7	12	14	3	8	11	12	3	6	7	4	5	92
1978 BATCH AVERAGE PERCENTAGE	100	82	90	58	74	76	85	20	68	64	93	38	79
NUMBER OF RESPONDENTS TO ABOVE QUESTION	7	9	8	2	5	5	8	1	3	4	2	2	56
1978 INTERACTIVE AVERAGE PERCENTAGE		41	30	85	43	64	17	80	95	36	58	63	43
NUMBER OF RESPONDENTS TO ABOVE QUESTION		4	6	1	3	5	7	1	1	4	2	2	36
1980-1982 BATCH AVERAGE PERCENTAGE	73	78	54	48	56	52	68	80	48	46	85	33	61
NUMBER OF RESPONDENTS TO ABOVE QUESTION	6	9	9	2	5	7	8	1	3	4	2	2	58
1980-1982 INTERACTIVE AVERAGE PERCENTAGE	52	33	46	53	55	48	32	20	78	63	65	68	48
NUMBER OF RESPONDENTS TO ABOVE QUESTION	5	6	9	2	4	7	8	1	2	5	2	2	53

TOTAL HOST RESPONDENTS
FOR HOW LONG CAN THE CENTRAL & REMOTE SYSTEMS BE UNCOUPLED
IN A KEY APPLICATION? QUES. 26B

=====INDUSTRY CLASSIFICATION=====													=====		
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL			

TOTAL	7	12	14	3	8	11	12	3	6	7	4	5	92		
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0		
LESS THAN 1 HR															
1-5 HOURS	2	1	1		2	1	2			2	1	2	5		
	28.6	8.3	7.1		25.0	9.1	16.7			28.6	25.0	40.0	5.4		
5-10 HOURS			3												
			21.4												
11-15 HOURS			1				1		1				3		
			7.1				8.3		16.7				3.3		
16-24 HOURS	2	5	4		2	7	6		5	2	1	2	36		
	28.6	41.7	28.6		25.0	63.6	50.0		83.3	28.6	25.0	40.0	39.1		
25-48 HOURS	1	2		1		1	1			1			7		
	14.3	16.7		33.3		9.1	8.3			14.3			7.6		
49-72 HOURS			1					1					2		
			7.1					33.3					2.2		
72+ HOURS	1	3	3	1	1			1					10		
	14.3	25.0	21.4	33.3	12.5			33.3					10.9		
UNLIMITED			1	1		1	2	1	2				8		
			7.1	33.3		9.1	16.7	33.3	33.3				8.7		
NA/WE DON'T GO DOWN	1					1							2		
	14.3					9.1							2.2		

TOTAL HOST RESPONDENTS

WHAT IS THE KEY APPLICATION USING DDP COMMUNICATIONS? QUES. 26

=====INDUSTRY CLASSIFICATION=====														=====		
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL		-----		
TOTAL	7	12	14	3	8	11	12	3	6	7	4	5	92			
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0			
ORDER ENTRY	5	2	3			3					2		15			
	71.4	16.7	21.4			27.3					50.0		16.3			
ORGANIZATIONAL RECORD KEEPING		1				3	8		1				14			
		8.3				27.3	66.7		16.7				15.2			
INVOICING	3		4							2			9			
	42.9		28.6							50.0			9.8			
INVENTORY CONTROL	3	3	1			1							8			
	25.0	21.4	33.3			9.1							8.7			
PAYROLL		1	1	1	1	1						1	5			
		7.1	33.3	12.5	9.1							20.0	5.4			
REGISTRATION								1				3	5			
								33.3	16.7			60.0	5.4			
ACCOUNTS PAYABLE	1	1				1							3			
	8.3	7.1				9.1							3.3			
SCHEDULING	1	1		1									2			
		7.1		12.5									2.2			
POLICE									1				1			
									14.3				1.1			
CREDIT VERIFICATION	1												1			
	8.3												1.1			
COST ANALYSIS			1										1			
			7.1										1.1			
OTHER	1	2	2	2	2		1	2					12			
	14.3	16.7	14.3	25.0		8.3		33.3	28.6				13.0			

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TABLE 17
TOTAL HOST RESPONDENTS
WHAT DO YOU DO FOR BACKUP?QUES.26B

=====INDUSTRY CLASSIFICATION=====													
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	
TOTAL	7 100.0	12 100.0	14 100.0	3 100.0	8 100.0	11 100.0	12 100.0	3 100.0	6 100.0	7 100.0	4 100.0	5 100.0	92 100.0
MANUAL	2 28.6	3 25.0	1 7.1		4 50.0	1 9.1	3 25.0		4 66.7	2 28.6		2 40.0	22 23.9
REDUNDANT HARDWARE		2 16.7	3 21.4		1 12.5	3 27.3	4 33.3			1 14.3	3 75.0	2 40.0	19 20.7
COOPERATIVE HOST	2 28.6	5 41.7	6 42.9			1 9.1		1 33.3	1 16.7				16 17.4
MAIL/COURIER		1 8.3	1 7.1			2 18.2	9 75.0	1 33.3	2 33.3				16 17.4
DON'T NEED IT/WAIT		1 8.3	1 7.1			1 9.1	1 8.3			2 28.6		1 20.0	7 7.6
TELEPHONE	1 14.3	1 8.3	2 14.3		1 12.5	1 9.1				1 14.3			7 7.6
BATCH					1 12.5	1 9.1	1 8.3	1 33.3		1 14.3		1 20.0	6 6.5
DEGRADED HOST	1 14.3					1 9.1							2 2.2
PROBLEM AREA/NO SET PLAN	1 14.3		1 7.1										2 2.2
TWX						1 9.1						1 1.1	1 1.1
OTHER	2 28.6	1 8.3	1 7.1	3 100.0		2 18.2				1 14.3			10 10.9

TOTAL HOST RESPONDENTS
WHAT ARE YOUR GREATEST CONCERNS INVOLVING DDP COMMUNICATIONS?
QUES.26C

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL

TOTAL	7 100.0	12 100.0	14 100.0	3 100.0	8 100.0	11 100.0	12 100.0	3 100.0	6 100.0	7 100.0	4 100.0	5 100.0
RELIABILITY	4 57.1	3 25.0	3 21.4	1 12.5	1 9.1	1 9.1	1 9.1	1 16.7	1 16.7	2 50.0	2 50.0	16 17.4
SPEED&COST	2 28.6	2 16.7	2 14.3	1 9.1	1 9.1	3 25.0	1 33.3	1 16.7	1 20.0	1 25.0	1 25.0	13 14.1
MAINTENANCE BY PHONE COMPANY	1 8.3	1 8.3	1 7.1	1 8.3	1 8.3	1 8.3	1 8.3	1 8.3	1 28.6	1 25.0	1 25.0	5 5.4
PROGRAMMING	1 8.3	1 8.3	1 7.1	2 18.2	2 18.2	2 18.2	2 18.2	2 18.2	2 18.2	2 18.2	2 18.2	4 4.3
STANDARDIZATION	1 8.3	1 8.3	1 7.1	2 66.7	2 66.7	2 66.7	2 66.7	2 66.7	2 66.7	2 66.7	2 66.7	4 4.3
ERROR FREE TRANSMISSION	1 14.3	1 8.3	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	4 4.3
GOOD INTERFACE BETWEEN HOST AND REMOTE	2 14.3	2 14.3	2 14.3	1 9.1	1 9.1	1 9.1	1 9.1	1 9.1	1 14.3	1 14.3	1 14.3	4 4.3
LOSS OF CENTRAL CONTROL	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	3 3.3
TRAINING FOR USER	1 8.3	1 8.3	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	3 3.3
FUTURE OF SNA	1 14.3	1 14.3	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	2 2.2
SECURITY	1 14.3	1 14.3	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 7.1	1 1.1
OTHER	1 14.3	2 16.7	2 14.3	2 25.0	1 9.1	2 16.7	2 16.7	1 16.7	1 16.7	1 14.3	1 20.0	13 14.1

1970

SOFTWARE INTER-
CONNECT

===== INDUSTRY CLASSIFICATION =====

MAINTENANCE HANDLED BY WHOM? QUES. 28

[illegible]

TABLE 291
TOTAL HOST RESPONDENTS
RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR LARGE MACHINES. QUES. 29 PRESENT

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	7 100.0	12 100.0	14 100.0	3 100.0	8 100.0	11 100.0	12 100.0	3 100.0	6 100.0	7 100.0	4 100.0	5 92 100.0
POSITIVE USER IDENTIFICATION												
VERY IMPORTANT	5 71.4	8 66.7	9 64.3	1 33.3	4 50.0	9 81.8	9 75.0	3 100.0	5 83.3	6 85.7	2 50.0	4 80.0 65 70.7
FAIRLY IMPORTANT	1 14.3		3 21.4	1 33.3	1 12.5			1 16.7				7 7.6
IMPORTANT		2 16.7	1 7.1	1 33.3	2 25.0		2 16.7			1 14.3	1 20.0	10 10.9
FAIRLY UNIMPORTANT	1 8.3											1 1.1
UNIMPORTANT	1 8.3	1 7.1								2 50.0		4 4.3
HARDWARE IDENTIFICATION												
VERY IMPORTANT	3 42.9		4 28.6		4 50.0	5 45.5	5 41.7	1 33.3	2 33.3	3 42.9	1 25.0	3 60.0 31 33.7
FAIRLY IMPORTANT		4 33.3	5 35.7		2 25.0		1 8.3	1 33.3	3 50.0	2 28.6	1 25.0	19 20.7
IMPORTANT	2 28.6	2 16.7	3 21.4	2 66.7	1 12.5	2 18.2	3 25.0	1 33.3	1 16.7	2 28.6	1 25.0	1 21 22.8
FAIRLY UNIMPORTANT			2 14.3	1 33.3			1 8.3				1 25.0	5 5.4
UNIMPORTANT	1 14.3	5 41.7				2 18.2	1 8.3				1 20.0	10 10.9
COMMUNICATIONS ENCRYPTION												
VERY IMPORTANT			1 7.1		2 25.0	1 9.1	2 16.7	1 33.3	1 16.7	1 14.3	2 40.0	11 12.0

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	2	1		1				1		1		6
	16.7	7.1		12.5				16.7		25.0		6.5

UNIMPORTANT

TABLE 292
TOTAL HOST RESPONDENTS
RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR LARGE MACHINES. QUES. 29 FUTURE

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
----	----	----	----	----	----	----	----	----	----	----	----	----
TOTAL	7	12	14	3	8	11	12	3	6	7	4	5 92
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
POSITIVE USER IDENTIFICATION												
VERY IMPORTANT	5	6	9	1	3	5	8	1	2	3	2	1 46
	71.4	50.0	64.3	33.3	37.5	45.5	66.7	33.3	33.3	42.9	50.0	20.0 50.0
FAIRLY IMPORTANT	1	1	1		1			1		1		6
	14.3	8.3	7.1		12.5			16.7		14.3		6.5
IMPORTANT		2	1	1	2						2	1 9
		16.7	7.1	33.3	25.0					50.0	20.0	9.8
FAIRLY UNIMPORTANT	1											1
		8.3										1.1
UNIMPORTANT												1
												1.1
HARDWARE IDENTIFICATION												
VERY IMPORTANT	3		3		3	3	4	1	2	2	1	1 23
	42.9		21.4		37.5	27.3	33.3	33.3	28.6	25.0	20.0	25.0
FAIRLY IMPORTANT	1	4	5		2		2		1	1	2	18
	14.3	33.3	35.7		25.0		16.7		16.7	14.3	50.0	19.6
IMPORTANT	1	2	2	1	1		1		1		1	10
	14.3	16.7	14.3	33.3	12.5		8.3		14.3		20.0	10.9
FAIRLY UNIMPORTANT											1	4
											25.0	4.3
UNIMPORTANT	1	3				2	1					7
	14.3	25.0				18.2	8.3					7.6
COMMUNICATIONS ENCRYPTION												
VERY IMPORTANT		2	1	1	2		5	1	1	1	1	14
		14.3	33.3	33.3	25.0		41.7	33.3	16.7	14.3	20.0	15.2

Rate the importance you attach to the following factor concerning data security needs for large machines.

FAIRLY UNIMPORTANT

ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR LARGE MACHINES. QUES. 29 FUTURE

	INDUSTRY CLASSIFICATION												TOTAL
	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTV	MOT	COLL	
UNIMPORTANT	16.7	2	1		1				1				5
			7.1		12.5				16.7				5.4

=====INDUSTRY CLASSIFICATION=====										
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
7	12	14	3	8	11	12	3	6	7	92
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
POSITIVE USER IDENTIFICATION										
3	6	7	1	4	6	4	3	4	6	49
42.9	50.0	50.0	33.3	50.0	54.5	33.3	100.0	66.7	85.7	53.3
1	1	1	1	1						5
14.3	8.3	7.1	33.3	12.5						5.4
	2	3	1	1		1		1	1	10
	16.7	21.4	33.3	12.5		8.3		16.7	20.0	10.9
1				1				1		3
14.3				12.5				16.7		3.3
1	2	1							1	6
14.3	16.7	7.1							14.3	6.5
HARDWARE IDENTIFICATION										
2		1		3	3	1	2	2	4	20
29.6		7.1		37.5	27.3	8.3	66.7	33.3	57.1	21.7
1	3	4		2	1			2	1	15
14.3	25.0	28.6		25.0	9.1			33.3	14.3	16.3
2	2	4	2	2	2	3	1	1	2	23
28.6	16.7	28.6	66.7	25.0	18.2	25.0	33.3	16.7	28.6	25.0
		3	1					1		6
		21.4	33.3					16.7		6.5
1	5								1	7
14.3	41.7								20.0	7.6
COMMUNICATIONS ENCRYPTION										
				1		2	1	1	2	8
				12.5		16.7	33.3	16.7	28.6	8.7

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
FAIRLY IMPORTANT		1		2	2	1						6
		7.1		25.0	18.2	8.3						6.5
IMPORTANT		3	1	2		2			1		1	10
		21.4	33.3	25.0		16.7			14.3		20.0	10.9
FAIRLY UNIMPORTANT	2	1		1	2	1			1	1	1	14
	28.6	8.3	28.6	12.5	18.2	8.3			14.3	25.0	20.0	15.2
UNIMPORTANT	4	10	4	1	2		2	5	3	1	2	36
	57.1	83.3	28.6	12.5	18.2		66.7	83.3	42.9	25.0	40.0	39.1
DATA STORAGE ENCRYPTION												
VERY IMPORTANT	1		1	2			1		1	1	2	9
	14.3		7.1	25.0			33.3		14.3	25.0	40.0	9.8
FAIRLY IMPORTANT		1						1				2
		7.1						16.7				2.2
IMPORTANT		3	2	2	2	2			1	1		13
		21.4	66.7	25.0	18.2	16.7			14.3	25.0		14.1
FAIRLY UNIMPORTANT	3	1	3	2	1						1	11
	42.9	8.3	21.4	25.0	9.1						20.0	12.0
UNIMPORTANT	2	10	4	1	3	4	2	5	5		2	39
	28.6	83.3	28.6	12.5	27.3	33.3	66.7	83.3	71.4		40.0	42.4
SECURITY JOURNALLING FOR AUDIT TRAIL												
VERY IMPORTANT	2	4	6	2	4	3	2	2	2	1	3	31
	28.6	33.3	42.9	25.0	36.4	25.0	66.7	33.3	28.6	25.0	60.0	33.7
FAIRLY IMPORTANT	1	2	2	2	1	1		1	4		2	17
	14.3	16.7	14.3	12.5	9.1	8.3		16.7	57.1		40.0	18.5
IMPORTANT	2	2	4	1	1		1		1	1		13
	28.6	16.7	28.6	12.5	9.1		33.3		14.3	25.0		14.1
FAIRLY UNIMPORTANT	1			1				1				3
	14.3			12.5				16.7				3.3

TABLE 293
TOTAL HOST RESPONDENTS
RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR SMALL MACHINES. QUES. 29 PRESENT

=====INDUSTRY CLASSIFICATION=====										
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	3			1				2		6
	25.0			12.5				33.3		6.5

UNIMPORTANT

=====INDUSTRY CLASSIFICATION=====													=====	
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL		

TOTAL	7	12	14	3	8	11	12	3	6	7	4	5	92	
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	
POSITIVE USER IDENTIFICATION														
VERY IMPORTANT	3	6	7	1	3	2	2	1	2	3	1	1	32	
	42.9	50.0	50.0	33.3	37.5	18.2	16.7	33.3	33.3	42.9	25.0	20.0	34.8	
FAIRLY IMPORTANT	2	2			1					1			6	
	28.6	16.7			12.5					14.3			6.5	
IMPORTANT		2	3	1	1			1			1	1	10	
		16.7	21.4	33.3	12.5			16.7			25.0	20.0	10.9	
FAIRLY UNIMPORTANT					1								1	
					12.5								1.1	
UNIMPORTANT	1												1	
	14.3												1.1	
HARDWARE IDENTIFICATION														
VERY IMPORTANT	2	1	1		3	2		1	2	2	1		15	
	28.6	8.3	7.1		37.5	18.2		33.3	33.3	28.6	25.0		16.3	
FAIRLY IMPORTANT	2	3	4		1			1	1	1		1	13	
	28.6	25.0	28.6		12.5			16.7	14.3		20.0		14.1	
IMPORTANT	1	2	2	1	2		1			1		1	11	
	14.3	16.7	14.3	33.3	25.0		8.3		14.3		20.0		12.0	
FAIRLY UNIMPORTANT	1		3	1									6	
	14.3		21.4	33.3									6.5	
UNIMPORTANT										1			3	
										25.0			3.3	
COMMUNICATIONS ENCRYPTION														
VERY IMPORTANT			1	1	2		2	1	1		1	1	10	
			7.1	33.3	25.0		16.7	33.3	16.7		20.0		10.9	

TABLE 294
 TOTAL HOST RESPONDENTS
 RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR SMALL MACHINES. QUES. 29 FUTURE

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	2			1				2				5
	16.7			12.5				33.3				5.4

UNIMPORTANT

TABLE 23
TOTAL HOST RESPONDENTS
RATE YOUR SATISFACTION WITH DDP.QUES.30

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	7	12	14	3	8	11	12	3	6	7	4	5
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
OUTSTANDING	1	4	3	1	1	4	5	1	1	1	1	24
	14.3	33.3	21.4	33.3	12.5	36.4	41.7	33.3	16.7	14.3	25.0	26.1
VERY GOOD	2	2	1	2	2	1	3		2	2	1	18
	28.6	16.7	7.1	66.7	25.0	9.1	25.0	33.3	33.3	28.6	25.0	19.6
GOOD	2	1	1			1	3	1	1	2	3	15
	28.6	8.3	7.1		9.1		25.0	33.3	16.7	28.6	60.0	16.3
POOR							1		1			2
							8.3		16.7			2.2
VERY POOR												
NA-SYSTEM NOT YET INSTALLED	2	5	2	2	2	2		1	1	1	1	18
	28.6	41.7	14.3	25.0	18.2			33.3	16.7	14.3	25.0	19.6

TOTAL HOST RESPONDENTS
MOST IMPORTANT CRITERIA FOR THE SUCCESS/FAILURE OF DDP IN YOUR INDUSTRY?
QUES.31

=====INDUSTRY CLASSIFICATION=====													=====			
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL				
TOTAL	7 100.0	12 100.0	14 100.0	3 100.0	8 100.0	11 100.0	12 100.0	3 100.0	6 100.0	7 100.0	4 100.0	5 100.0	92 100.0			
PLANNING BY USER FOR IMPLEMENTATION & COORDINATION	2 28.6	2 16.7	8 57.1	1 33.3	4 50.0	6 54.5	8 66.7	3 100.0	4 66.7	2 28.6		2 40.0	42 45.7			
COST/PERFORMANCE	1 14.3	3 25.0	4 28.6	1 33.3	3 37.5	2 18.2	4 33.3			2 28.6			20 21.7			
USER TRAINING	1 14.3	3 25.0	4 28.6			2 18.2		1 16.7		1 25.0	1 20.0		13 14.1			
HARDWARE RELIABILITY	4 57.1	3 25.0	1 7.1	1 33.3				1 16.7		1 25.0	1 20.0		12 13.0			
SOFTWARE RELIABILITY AVAILABILITY	2 28.6	1 8.3	2 14.3		2 18.2			1 33.3	2 33.3	1 25.0			11 12.0			
END USER INVOLVEMENT SUPPORT	1 14.3	4 33.3		1 33.3		1 8.3		2 33.3	1 14.3				10 10.9			
SOFTWARE STANDARDIZATION		1 8.3	1 7.1		1 9.1			1 16.7	1 14.3		1 20.0		6 6.5			
TURNKEY SYSTEMS	1 14.3				1 9.1	1 8.3			1 14.3	1 25.0	1 20.0		6 6.5			
COMMUNICATION NET- WORK COST & RELIABILITY			1 7.1		2 25.0	1 8.3			1 14.3				5 5.4			
SOFTWARE EASE OF USE			1 7.1			1 8.3			2 28.6	1 25.0			5 5.4			
FAST IMPLEMENTATION		1 8.3		2 66.7	1 12.5								4 4.3			
OTHER		4 33.3	2 14.3		1 9.1				1 14.3	1 25.0			9 9.8			

=====INDUSTRY CLASSIFICATION=====													
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	
TOTAL	7	12	14	3	8	11	12	3	6	7	4	5	92
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
COST PERFORMANCE	4	8	8	1	2	6	9	2	4	3	1	3	51
	57.1	66.7	57.1	33.3	25.0	54.5	75.0	66.7	66.7	42.9	25.0	60.0	55.4
TIMELINESS OF RESULTS	3	7	5	2	3	6	5				3	1	35
INCREASED THRUPUT	42.9	58.3	35.7	66.7	37.5	54.5	41.7			75.0	20.0		38.0
INCREASED END USER INVOLVEMENT	2	4	4	1	2	4	1	3	3	2		5	31
	28.6	33.3	28.6	33.3	25.0	36.4	8.3	100.0	50.0	28.6		100.0	33.7
ACCESSIBILITY FOR END USER	2	2	4		2	3	4	2	3	1	2	2	27
	28.6	16.7	28.6		25.0	27.3	33.3	66.7	50.0	14.3	50.0	40.0	29.3
REDUCTION IN MAINFRAME USAGE	1	1	2		2		6	2		4	1	1	20
	14.3	8.3	14.3		25.0		50.0	66.7		57.1	25.0	20.0	21.7
EASE OF SYSTEM EXPANSION	1		2		1		2		2	1			9
	14.3		14.3		12.5		16.7		33.3	14.3			9.8
FLEXIBILITY IN ALLOCATING RESOURCES		1			1	3	2		1		1		9
		8.3			12.5	27.3	16.7		16.7		20.0		9.8
LOWER DOWN TIME INCREASED RELIABILITY		1	2			1	2		1		1		8
		8.3	14.3			9.1	16.7		16.7		25.0		8.7
EFFICIENT TRANSFER OF LARGE AMTS. OF DATA			1	1		2				1	1		6
			7.1	33.3		18.2				14.3	25.0		6.5
BETTER CUSTOMER SERVICE				1			1						4
COMPETITIVE ISSUES		2					8.3						4.3
		16.7											
EASE OF TELECOMMUNICATIONS BURDEN										1		1	1
										14.3		1.1	
OTHER	2		2		1						1		8
	28.6		14.3		12.5					2	25.0		8.7

TABLE 25
TOTAL HOST RESPONDENTS
NEGATIVE FACTORS OF DDP
QUES.33

=====INDUSTRY CLASSIFICATION=====													-----		
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	-----		
7	12	14	3	8	11	12	3	6	7	4	5	92	-----		
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	-----		
3	4	2	2	3	4	4	2	3	3	1	1	32	-----		
42.9	33.3	14.3	66.7	37.5	36.4	33.3	66.7	50.0	42.9	25.0	20.0	34.8	-----		
3	3	2	2	2	3	2	1	2	4		3	25	-----		
42.9	25.0	14.3		25.0	27.3	16.7	33.3	33.3	57.1		60.0	27.2	-----		
3	4	4	1	3	2	5	2		1		1	23	-----		
33.3	28.6	28.6	33.3	37.5	18.2	41.7	66.7		14.3		20.0	25.0	-----		
1	3			2	2	2	2	1	2	1	2	18	-----		
8.3	21.4			25.0	18.2	16.7	66.7	16.7	28.6	25.0	40.0	19.6	-----		
1	1			1	1	2			4	2	2	15	-----		
8.3	7.1			12.5	9.1	16.7		16.7	57.1	50.0	40.0	16.3	-----		
3	1		1					4				11	-----		
25.0	7.1		33.3		9.1			66.7	14.3			12.0	-----		
1	1		1	1	1	1	1	1	1	1	1	10	-----		
14.3	8.3		33.3	12.5	9.1	8.3	33.3	16.7	14.3		20.0	10.9	-----		
2				2	1	2			1	1		9	-----		
16.7				25.0	9.1	16.7			14.3	25.0		9.8	-----		
1		2			1	2		1			1	8	-----		
8.3	14.3			9.1	9.1	16.7		16.7			20.0	8.7	-----		
1					2	1			1		1	6	-----		
8.3				18.2	18.2	8.3			14.3		20.0	6.5	-----		
1					1							2	-----		
14.3					9.1							2.2	-----		
2	1	2		1	1							7	-----		
28.6	8.3	14.3		12.5	9.1							7.6	-----		

TABLE 6
TOTAL HOST RESPONDENTS
SINGLE GREATEST MOTIVATOR FOR GOING TO DDP/QUES.34

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	7	12	14	3	8	11	12	3	6	7	4	5
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
MOVE DATA MANAGEMENT & CONTROL TO THE SOURCE	1	1	4	1	3	3	3	2	2	2	1	2
	14.3	8.3	28.6	33.3	37.5	27.3	25.0	66.7	28.6	25.0	40.0	23
												25.0
TIMELINESS OF INFORMATION REPORTING	2	5	3	1	2	4		2	33.3	50.0	2	1
	28.6	41.7	21.4	33.3	25.0	36.4					20.0	22
												23.9
COST/PERFORMANCE	1	2	2		1	2	4	1	3		2	18
	14.3	16.7	14.3		12.5	18.2	33.3	16.7	42.9		40.0	19.6
INEFFICIENCIES OF A CENTRALIZED SYSTEM	1	2	2		1	2	1		2			11
	14.3	16.7	14.3		12.5	18.2	8.3		28.6			12.0
FLEXIBILITY FOR END USER	1	2	2	1		2	1			1	1	9
	8.3	14.3	14.3	33.3		18.2	8.3			25.0	20.0	9.8
BETTER CUSTOMER SERVICE	3	1	1	1		1	1			1		9
COMPETITIVE ISSUES	42.9	8.3	7.1	33.3		9.1	8.3			25.0		9.8
BETTER THRUPUT	1	1	1	1	1			1	2			7
	8.3	7.1	33.3	12.5				33.3	33.3			7.6
COMMUNICATIONS SAVINGS	1	1			1						1	4
	8.3	7.1			9.1						20.0	4.3
OFFLOAD MAINFRAME	1							1	2	1		4
								33.3	33.3	14.3		4.3
LOWER DOWN TIME	1							1				2
	14.3							16.7				2.2
SPEED OF IMPLEMENTATION	1				1			1		1		2
								16.7		25.0		2.2
OTHER	1	2	1		1	1	5				1	14
	14.3	16.7	7.1		12.5	9.1	41.7				28.6	15.2

TOTAL HOST RESPONDENTS
COMPANIES MOST INFLUENTIAL IN PROMOTING THE SUCCESS OF DDP
QUES.35

=====INDUSTRY CLASSIFICATION=====													=====		
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL			
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----			
TOTAL	7	12	14	3	8	11	12	3	6	7	4	5	92		
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0		
IBM	4	6	10	2	7	6	3		3	4	3	1	49		
	57.1	50.0	71.4	66.7	87.5	54.5	25.0		50.0	57.1	75.0	20.0	53.3		
DIGITAL EQUIPMENT	2	7	4	1	4	5	8	3	2	6	1	4	47		
	28.6	58.3	28.6	33.3	50.0	45.5	66.7	100.0	33.3	85.7	25.0	80.0	51.1		
HEWLETT PACKARD	4	4	4		4	3	2	1	4	2	1	3	32		
	57.1	33.3	28.6		50.0	27.3	16.7	33.3	66.7	28.6	25.0	60.0	34.8		
DATAPOINT	3	4	4	1	1	2	2	2	1	2	2		24		
	42.9	33.3	28.6	33.3	12.5	18.2	16.7	66.7	16.7	28.6	50.0		26.1		
DATA GENERAL	2	3	2	1	1	1	2		2	3	1	1	19		
	28.6	25.0	14.3	33.3	12.5	9.1	16.7		33.3	42.9	25.0	20.0	20.7		
HONEYWELL	1	1	6			3						1	12		
	14.3	8.3	42.9			27.3						20.0	13.0		
BELL/ATT	1	2	2	1			1			1	2		8		
	8.3	14.3	14.3	33.3			8.3			14.3	50.0		8.7		
UNIVAC	1	3			1		1		1				7		
	8.3	21.4			9.1		8.3		16.7				7.6		
NCR	1	2					1			1			5		
	14.3	14.3					8.3		14.3				5.4		
COMPUTER AUTOMATION	1	1			1	2							5		
	14.3	8.3			12.5	18.2							5.4		
WANG						1	2	1					4		
					9.1	9.1	16.7	33.3					4.3		
HARRIS	1				1	1		1					4		
	8.3				12.5	9.1		33.3					4.3		
TEXAS INSTRUMENTS					2		1						4		
					25.0		33.3	16.7					4.3		
CONTROL DATA	1				1			1					3		
	8.3				9.1			16.7					3.3		

TABLE 26
TOTAL HOST RESPONDENTS
COMPANIES MOST INFLUENTIAL IN PROMOTING THE SUCCESS OF DDP
QUES.35

=====INDUSTRY CLASSIFICATION=====										
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
BURROUGHS	1 14.3							1 16.7	1 2.2	
MICRODATA						1 8.3			1 1.1	
TEKTRONIX								1 16.7	1 1.1	
DO NOT KNOW THE VENDORS	1 14.3	1 8.3			1 9.1			2 33.3	1 14.3	6 6.5
FOUR PHASE	3 42.9			2 25.0		2 16.7			7 7.6	
SYCOR		2 16.7	2 14.3	2 25.0		1 8.3			7 7.6	
GENERAL AUTOMATION	1 14.3			1 12.5		3 25.0			1 14.3	6 6.5
MINICOMPUTER CO.S IN GENERAL		2 16.7	1 7.1	1 12.5	1 9.1				5 5.4	
OTHER		2 16.7	2 14.3	2 66.7	1 9.1	4 33.3		1 16.7	1 25.0	14 15.2

TOTAL HOST RESPONDENTS
COMPANIES MOST INHIBITING IN PROMOTING THE SUCCESS OF DDP-QUES.36

=====INDUSTRY CLASSIFICATION=====													
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	7	12	14	3	8	11	12	3	6	7	4	5	92
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
IBM	3	7	6		4	4	7	1	3	3	2	3	43
	42.9	58.3	42.9		50.0	36.4	58.3	33.3	50.0	42.9	50.0	60.0	46.7
NCR		3	2			1	1			1			8
		25.0	14.3			9.1	8.3			14.3			8.7
BURROUGHS		1				2	2			1			6
		8.3				18.2	16.7			14.3			6.5
UNIVAC	1		1			2				1	1		6
	14.3		7.1			18.2				14.3	25.0		6.5
BELL/ATT		1		1						1		2	6
		8.3		33.3						14.3	40.0		6.5
HONEYWELL	1	2				1							5
	14.3	16.7				9.1							5.4
DIGITAL EQUIPMENT	1									1	1	1	4
	14.3									14.3	25.0	20.0	4.3
CONTROL DATA											1	2	4
											25.0	40.0	4.3
DATA GENERAL	1										1	1	2
	14.3										20.0	20.0	2.2
HEWLETT PACKARD												1	1
												20.0	1.1
HARRIS											1		1
											25.0		1.1
DO NOT KNOW THE VENDORS	1	1											3
	14.3	8.3											3.3
OTHER		2	1										4
		16.7	7.1			9.1							4.3

TOTAL REMOTE RESPONDENTS

EXHIBITS - TOTAL REMOTE RESPONDENTS

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TOTAL REMOTE RESPONDENTS
TITLES OF INTERVIEWEES

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
----	----	----	----	----	----	----	----	----	----	----	----	----
TOTAL	1 100.0	2 100.0	2 100.0	2 100.0	3 100.0	1 100.0		3 100.0	1 100.0	2 100.0	2 100.0	21 100.0
DATA PROCESSING DIRECTOR, MANAGER, VP		1 50.0		1 50.0	1 33.3	1 100.0		2 66.7	1 100.0	1 50.0	1 50.0	9 42.9
VP-NON DATA PROCESSING	1 50.0				1 33.3							2 9.5
DATA PROCESSING OTHER MANAGEMENT					1 33.3						1 50.0	2 9.5
USER-REMOTE SITE	1 100.0	1 50.0	1 50.0							1 50.0		4 19.0
OTHER			2 100.0	1 50.0				1 33.3				4 19.0

AAA STUDY
TABLE 28[illegible]

TABLE B
TOTAL REMOTE RESPONDENTS
TYPE OF ACTIVITY AT LOCATION QUES.1

=====INDUSTRY CLASSIFICATION=====													TOTAL
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL		
1	2	2	2	2	3	1		3	1	2	2	21	
100.0	100.0	100.0	100.0	100.0	100.0	100.0		100.0	100.0	100.0	100.0	100.0	
ADMINISTRATION													
		2	1	1	1	1			1	2		9	
		100.0	50.0	50.0	33.3	100.0			100.0	100.0		42.9	
WAREHOUSING													
1	1				1					1		4	
100.0	50.0				33.3					50.0		19.0	
SALES													
1	1									2		4	
100.0	50.0									100.0		19.0	
ENGINEERING													
		1	1	1	1							3	
		50.0	50.0	50.0	33.3							14.3	
HOSPITAL													
								3				3	
								100.0				14.3	
MANUFACTURING													
	1				1							2	
	50.0				33.3							9.5	
SCHOOL													
											2	2	
											100.0	9.5	
RETAIL STORE													
	1											1	
	50.0											4.8	
INSTITUTION													
OTHER													
	1		1	1					1	1		5	
	50.0		50.0	50.0					100.0	50.0		23.8	

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL

3-4								1 33.3				1 4.8
5-6											1 50.0	1 4.8
7-8												
9-10												
11-14												
15-20												
MORE THAN 20 YEARS												
NONE	1 100.0	1 50.0	1 50.0	1 50.0	1 33.3	1 100.0	1 100.0	1 33.3	1 100.0	1 50.0		8 38.1

EXPERIENCE AS A
USER
ONLY

TABLE 1
TOTAL REMOTE RESPONDENTS
PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP.QUES12

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	1	2	2	2	3	1		3	1	2	2	21
	100.0	100.0	100.0	100.0	100.0	100.0		100.0	100.0	100.0	100.0	100.0
BILLING	1	1		1				3		1		8
	100.0	50.0	50.0		33.3			100.0		50.0		38.1
ACCOUNTS RECEIVABLE												
		1	1					2			1	5
		50.0	50.0					66.7			50.0	23.8
GENERAL LEDGER												
		1		1		1		1		1		5
		50.0		50.0		100.0		33.3			50.0	23.8
INVENTORY ACCOUNTING CONTROL												
		1			1			1		1		4
		50.0			33.3			33.3			50.0	19.0
ORDER ENTRY												
	1	1			2							4
	100.0	50.0			66.7							19.0
PAYROLL &LABOR DISTRIBUTION												
		1		1		1		1				4
		50.0		50.0		100.0		33.3				19.0
ACCOUNTS PAYABLE												
		1	1					1		1		4
		50.0	50.0					33.3			50.0	19.0
MATH/STATISTICAL ANALYSIS												
				1				1	1		1	4
				50.0				33.3	100.0		50.0	19.0
SALES ANALYSIS												
	1	1								1		3
	100.0	50.0								50.0		14.3
PO WRITING												
	1			1							1	3
	100.0			50.0							50.0	14.3
ADMISSIONS AND DISCHARGE												
								3				3
								100.0				14.3
MEDICAL RECORDS AND STATISTICS												
								3				3
								100.0				14.3
AUTOMATED PATIENT RECORDS												
								3				3
								100.0				14.3
COST ACCOUNTING												
				1				1				2
				50.0				33.3				9.5

AAA STUDY

=====INDUSTRY CLASSIFICATION=====

TABLE 1
TOTAL REMOTE RESPONDENTS
PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP. QUES12

	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
REMOTE JOB ENTRY									1 33.3				1 4.8
BIG TICKET INQUIRY/ RESERVATIONS		1 50.0											1 4.8
ORDER ALLOCATION		1 50.0											1 4.8
OTHER DISTRIBUTION APPLICATIONS		1 50.0											1 4.8
STUDENT RECORDS												1 50.0	1 4.8
OTHER EDUCATION APPLICATIONS												1 50.0	1 4.8
SAVING LOAN DEPOSIT ACCOUNTING							1 100.0						1 4.8
PERSONAL TRUST							1 100.0						1 4.8
APPROPRIATION ACCOUNTING										1 100.0			1 4.8
INCOME TAX										1 100.0			1 4.8
PROPERTY TAX										1 100.0			1 4.8
OTHER TAX										1 100.0			1 4.8
LICENSING										1 100.0			1 4.8
ALL OTHER REVENUES ACCOUNTING										1 100.0			1 4.8
PATIENT IDENTIFICATION												1 33.3	1 4.8

AAA STUDY
TABLE 1

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==INDUSTRY CLASSIFICATION==

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TOTAL REMOTE RESPONDENTS
APPLICATION STRUCTURE -QUES. 12

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	1 100.0	2 100.0	2 100.0	2 100.0	3 100.0	1 100.0		3 100.0	1 100.0	2 100.0	2 100.0	21 100.0
DISTRIBUTED PROCESSING-HOST DEPENDENT	1 100.0	1 50.0	1 50.0					2 66.7				5 23.8
MULTI-FUNCTIONAL WORKSTATION SYSTEMS		1 50.0		1 50.0				1 33.3				3 14.3
REMOTE BATCH		1 50.0			1 33.3							2 9.5
COMBINED RJE KE TERMINAL SYSTEMS			1 50.0	1 50.0								2 9.5
INSTRUMENT AUTOMATION				1 50.0								1 4.8
AIR AND WATER QUALITY				1 50.0								1 4.8
PLANT FLOOR SYSTEMS					1 33.3							1 4.8
DISTRIBUTED HOST SUPPORT								1 33.3				1 4.8
KEY ENTRY					1 33.3							1 4.8
DISTRIBUTED BUSINESS PROCESSING-LARGE ACCOUNT						1 100.0						1 4.8
ENGINEERING SCIENTIFIC APPLICATIONS			1 50.0									1 4.8
MISCELLANEOUS EMERGING NEW					1 33.3							1 4.8

TOTAL REMOTE RESPONDENTS
TIE-INS WITH OTHER SYSTEMS QUES.13

=====INDUSTRY CLASSIFICATION=====													TOTAL
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL		TOTAL
----	----	----	----	----	----	----	----	----	----	----	----	----	----
1	2	2	2	2	3	1	1	3	1	2	2	21	21
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
YES, TIE-INS WERE REPORTED PRESENT OR PLANNED													
				1	1			1			2	5	5
				50.0	33.3			33.3			100.0	23.8	23.8
NO TIE-INS REPORTED													
1	2	2	2	1	1	1	1	2	1	1		14	14
100.0	100.0	100.0	100.0	50.0	33.3	100.0	100.0	66.7	100.0	50.0		66.7	66.7

[illegible]

[illegible]

	MAJOR	1 50.0	1 50.0	1 33.3	2 66.7	1 50.0	6 28.6
	SOME	1 50.0	1 50.0	1 50.0			3 14.3
	MINIMAL			1 50.0	1 33.3		3 14.3
	NO	1 100.0		1 50.0		1 50.0	5 23.8
	INCREASE DDP						
	DECREASE DDP	2 100.0	1 50.0	1 33.3	2 66.7	1 50.0	9 42.9
	CREASE OF RDWARE/SOFTWARE PABILITY						
	MAJOR	1 50.0	2 100.0	1 33.3	2 66.7	1 50.0	8 38.1
	SOME	1 50.0		1 50.0		1 100.0	5 23.8
	MINIMAL			1 50.0	1 33.3	1 50.0	2 9.5
	NO	1 100.0		1 50.0			2 9.5
	INCREASE DDP	2 100.0	1 50.0	1 33.3	2 66.7	2 100.0	10 47.6
	DECREASE DDP						1 4.8

INCREASE OF HARDWARE/SOFTWARE CAPABILITY

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL

MAJOR	1	1						2			1	5
	50.0	50.0						66.7			50.0	23.8
SOME				2								2
				100.0								9.5
MINIMAL											1	1
											50.0	4.8
NO	1		1	2				1	1			8
	100.0		50.0	100.0	66.7			33.3	100.0			38.1
INCREASE		2	1					2				7
		100.0	50.0					66.7				33.3
DECREASE											2	3
											100.0	14.3

CONSTRAINTS BY
FEDERAL AGENCIES,
POWER LIMITATIONS

TOTAL REMOTE RESPONDENTS
OUTLINE THE PLAN FOR YOUR ACTUAL/PLANNED DDP SYSTEM-QUES.15C

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	1 100.0	2 100.0	2 100.0	2 100.0	3 100.0	1 100.0		3 100.0	1 100.0	2 100.0	2 100.0	21 100.0
RING WITH HOST									1 100.0	2 100.0		3 14.3
RING WITHOUT HOST												
STAR	1 100.0	1 50.0	1 50.0		2 66.7			2 66.7				7 33.3
HIERARCHICAL		1 50.0		2 100.0		1 100.0					1 50.0	5 23.8
HYBRID			1 50.0		1 33.3			1 33.3				3 14.3
NOT YET DETERMINED OR OTHER											1 50.0	1 4.8

AAA STUDY
TABLE 42
TOTAL REMOTE RESPONDENTS
PRIMARY APPLICATIONS FOR DDP-QUES.16F

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
1	2	2	2	2	3	1	1	3	1	2	2	21
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
INVENTORY ACCOUNTING												
	1				1			1	1		1	5
CONTROL	50.0				33.3			33.3	100.0		50.0	23.8
BILLING												
			1		1			2				4
			50.0		33.3			66.7				19.0
ACCOUNTS RECEIVABLE												
	1	1						1			1	4
	50.0	50.0						33.3			50.0	19.0
ORDER ENTRY												
		1			2				1			4
		50.0			66.7				100.0			19.0
ACCOUNTS PAYABLE												
	1	1						1			1	4
	50.0	50.0						33.3			50.0	19.0
PAYROLL &LABOR DISTRIBUTION												
			1			1		1				3
			50.0			100.0		33.3				14.3
GENERAL LEDGER												
						1		1			1	3
						100.0		33.3			50.0	14.3
JOB COSTING												
		1	1						1			3
		50.0	50.0						100.0			14.3
PO WRITING												
				1					1		1	3
				50.0					100.0		50.0	14.3
PERSONNEL RECORDS												
								1	1		1	3
								33.3	100.0		50.0	14.3
MATH/STATISTICAL ANALYSIS												
				1					1		1	3
				50.0					100.0		50.0	14.3
ADMISSIONS AND DISCHARGE												
								3				3
								100.0				14.3
MEDICAL RECORDS AND STATISTICS												
								3				3
								100.0				14.3
COST ACCOUNTING												
			1							1		2
			50.0						100.0			9.5

TOTAL REMOTE RESPONDENTS
PRIMARY APPLICATIONS FOR DDP-QUES.16F

=====INDUSTRY CLASSIFICATION=====											=====	
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL

BUDGET								1	1			2
ADMINISTRATION								33.3	100.0			9.5
COMPUTER EDUCATION											2	2
											100.0	9.5
STUDENT PROBLEM SOLVING											2	2
											100.0	9.5
COMPUTER ASSISTED INSTRUCTION											2	2
											100.0	9.5
STUDENT RECORDS											2	2
											100.0	9.5
GRADE REPORTING											2	2
											100.0	9.5
STUDENT SCHEDULING											2	2
											100.0	9.5
ADMISSIONS/REGISTRATION											2	2
											100.0	9.5
STUDENT FINANCIAL AID											2	2
											100.0	9.5
PATIENT IDENTIFICATION								2				2
								66.7				9.5
BED AVAILABILITY CENSUS								2				2
								66.7				9.5
ENGINEERING AND PRODUCTION DATA			1									2
			50.0									9.5
RECEIVING			1									1
			50.0									4.8
SHIPPING			1									1
			50.0									4.8
FIXED ASSETS ACCOUNTING												1
												4.8
								1				1
								33.3				4.8

AAA STUDY
TABLE 42
TOTAL REMOTE RESPONDENTS
PRIMARY APPLICATIONS FOR DDP-QUES.16F

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
----	----	----	----	----	----	----	----	----	----	----	----	----
MAILINGS/MAILING LISTS											1 50.0	1 4.8
ENG.RESEARCH ADV.MGT.COMPUTING		1 50.0										1 4.8
REMOTE JOB ENTRY											1 50.0	1 4.8
ORDER ALLOCATION								1 33.3				1 4.8
ALUMNI RECORDS											1 50.0	1 4.8
OTHER EDUCATION APPLICATIONS											1 50.0	1 4.8
SAVING LOAN DEPOSIT ACCOUNTING						1 100.0						1 4.8
PERSONAL TRUST						1 100.0						1 4.8
OTHER FINANCE APPLICATIONS											1 50.0	1 4.8
APPROPRIATION ACCOUNTING									1 100.0			1 4.8
INCOME TAX									1 100.0			1 4.8
PROPERTY TAX									1 100.0			1 4.8
OTHER TAX									1 100.0			1 4.8
LICENSING									1 100.0			1 4.8
ALL OTHER REVENUES ACCOUNTING									1 100.0			1 4.8


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=====INDUSTRY CLASSIFICATION=====

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[illegible]

HOW WAS THE DECISION MADE TO GO WITH DDP?QUES.17A

[illegible]

ARM STUDY
TABLE 33
TOTAL REMOTE RESPONDENTS
WHO WAS INVOLVED IN THE DECISION TO GO TO DDP?QUES.17A

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL

TOTAL	1 100.0	2 100.0	2 100.0	2 100.0	3 100.0	1 100.0		3 100.0	1 100.0	2 100.0	2 100.0	21 100.0
DATA PROCESSING MANAGEMENT	1 100.0	2 100.0	2 100.0	2 100.0	3 100.0			2 66.7	1 100.0	2 100.0	1 50.0	16 76.2
REMOTE SITE USER		2 100.0	1 50.0	1 50.0	2 66.7							6 28.6
VP EXECUTIVE LEVEL NON-DP	1 100.0							2 66.7		1 50.0	1 50.0	5 23.8
TOP EXECUTIVE LEVEL			1 50.0			1 100.0		1 33.3			2 100.0	5 23.8
ADVISORY COMMITTEE								1 33.3		1 50.0		2 9.5
OTHER		1 50.0		1 50.0							1 50.0	3 14.3

AAA STUDY
TABLE 35
TOTAL REMOTE RESPONDENTS
DESCRIBE THE JUSTIFICATION PROCEDURE USED IN THE DDP DECISION QUES.18

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	1 100.0	2 100.0	2 100.0	2 100.0	3 100.0	1 100.0		3 100.0	1 100.0	2 100.0	2 100.0	21 100.0
COST/BENEFIT	1 100.0	2 100.0	2 100.0	2 100.0	2 66.7			1 33.3	1 100.0		1 50.0	12 57.1
TIME SAVINGS	1 100.0			1 50.0				1 33.3				3 14.3
ADDITIONAL CAPABILITIES	1 100.0			1 50.0							1 50.0	3 14.3
STAFF SAVINGS	1 100.0				1 33.3				1 100.0			3 14.3
MAINFRAME CAPACITY	1 100.0										1 50.0	2 9.5
SPEED & EASE OF IMPLEMENTATION	1 100.0				1 33.3							2 9.5
INCREASED CONTROL	1 100.0											1 4.8
OTHER		1 50.0			1 33.3			2 66.7		2 100.0	1 50.0	7 33.3

AAA STUDY
TABLE 2
TOTAL REMOTE RESPONDENTS
MOST IMPORTANT FACTORS IN SELECTING A DDP VENDOR
QUES.19

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	1 100.0	2 100.0	2 100.0	2 100.0	3 100.0	1 100.0		3 100.0	1 100.0	2 100.0	2 100.0	21 100.0
RELIABILITY		2		1	1			3		2		10
AVAILABILITY	100.0	100.0	50.0	50.0	33.3			100.0		100.0		47.6
MAINTENANCE			1		1			2			1	5
			50.0		33.3			66.7			50.0	23.8
COST/PERFORMANCE		2	1	1				1				5
	100.0	50.0	50.0	50.0				33.3				23.8
COMPANY REPUTATION		1	2	1								4
STABILITY	50.0	50.0	100.0	50.0								19.0
TURNKEY SYSTEMS					1				2			3
					33.3			66.7				14.3
SOFTWARE CAPABILITY		1		1								3
		50.0		50.0	33.3							14.3
EASE OF DEVELOPMENT			1	2								3
& EXPANSION			50.0	100.0								14.3
SOFTWARE EASE OF USE					1						1	2
SUPPORT					33.3						50.0	9.5
HARDWARE CAPABILITY				1								1
				50.0								4.8
COMPATIBILITY WITH								1				1
EXISTING HARDWARE								33.3				4.8
COMPATIBILITY WITH												
IBM PROTOCOLS												
OTHER					1				1		1	3
					33.3				100.0		50.0	14.3

TABLE 3
TOTAL REMOTE RESPONDENTS
DO YOU HAVE STRONG CENTRALIZED CONTROL FOR DDP?
QUES.20

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL

TOTAL	1 100.0	2 100.0	2 100.0	2 100.0	3 100.0	1 100.0		3 100.0	1 100.0	2 100.0	2 100.0	21 100.0
SYSTEM DEVELOPMENT CURRENTLY-YES	1 100.0	2 100.0	1 50.0		1 33.3	1 100.0		1 33.3	1 100.0	2 100.0	1 50.0	12 57.1
SYSTEM DEVELOPMENT CURRENTLY-NO			1 50.0	1 50.0	1 33.3			2 66.7			1 50.0	6 28.6
SYSTEM DEVELOPMENT PLANNED-YES	1 100.0	2 100.0						1 33.3	1 100.0	2 100.0	1 50.0	8 38.1
SYSTEM DEVELOPMENT PLANNED-NO			1 50.0	1 50.0	1 33.3			1 33.3			1 50.0	5 23.8
EQUIP. PROCUREMENT CURRENTLY-YES	1 100.0	2 100.0	1 50.0		2 66.7	1 100.0		1 33.3	1 100.0	2 100.0	2 100.0	14 66.7
EQUIP. PROCUREMENT CURRENTLY-NO			1 50.0	1 50.0	1 33.3			2 66.7				5 23.8
EQUIP. PROCUREMENT PLANNED-YES	1 100.0	2 100.0			1 33.3			1 33.3	1 100.0	2 100.0	2 100.0	10 47.6
EQUIP. PROCUREMENT PLANNED-NO			1 50.0	1 50.0	1 33.3			1 33.3				4 19.0

=====INDUSTRY CLASSIFICATION=====													
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	
TOTAL	1 100.0	2 100.0	2 100.0	2 100.0	3 100.0	1 100.0		3 100.0	1 100.0	2 100.0	2 100.0	21 100.0	
PRODUCT PRICE PERFORMANCE													
CRITICAL	1 50.0			1 50.0					1 100.0		1 50.0	4 19.0	
VERY IMPORTANT		2 100.0						1 33.3		1 50.0	1 50.0	5 23.8	
IMPORTANT						1 50.0		1 33.3				4 19.0	
SOMEWHAT IMPORTANT	1 50.0			1 50.0	1 33.3							1 4.8	
UNIMPORTANT													
PRODUCT RELIABILITY													
CRITICAL	1 50.0	1 50.0	1 50.0						1 100.0	1 50.0	1 50.0	6 28.6	
VERY IMPORTANT	1 50.0	1 50.0		2 100.0	1 33.3			1 33.3		1 50.0	1 50.0	7 33.3	
IMPORTANT								1 33.3				1 4.8	
SOMEWHAT IMPORTANT													
UNIMPORTANT													
VENDOR IMAGE / VIABILITY													
CRITICAL	1 50.0			1 50.0					1 100.0			3 14.3	
VERY IMPORTANT						1 50.0						1 4.8	

VOLUME DISCOUNTS

TOTAL REMOTE RESPONDENTS
RATE THE FOLLOWING FACTORS AND THEIR DEGREE OF IMPORTANCE IN SELECTING A DDP VENDOR-QUES.21

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
----	----	----	----	----	----	----	----	----	----	----	----	----
CRITICAL												
VERY IMPORTANT												
IMPORTANT												
	1								1			2
	50.0								100.0			9.5
SOMEWHAT IMPORTANT												
		2			1							5
		100.0		100.0	33.3							23.8
UNIMPORTANT												
	1							2		1	2	6
	50.0							66.7		50.0	100.0	28.6
TERMS AND CONDITIONS												
CRITICAL												
				1				1				2
				50.0				33.3				9.5
VERY IMPORTANT												
				1								1
				50.0								4.8
IMPORTANT												
			1						1			2
			50.0						100.0			9.5
SOMEWHAT IMPORTANT												
					1			1				2
					33.3			33.3				9.5
UNIMPORTANT												
	1									1	2	4
	50.0									50.0	100.0	19.0

TABLE 20
RATE THE FOLLOWING FACTORS AND THEIR DEGREE OF IMPORTANCE IN SELECTING A DDP VENDOR . QUES. 22

[illegible]

[illegible]

**TOTAL REMOTE RESPONDENTS
WHOSE BUDGET ABSORBS THE DDP EXPENSE? QUES.23**

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
	1	2	2	2	3	1		3	1	2	2	21
	100.0	100.0	100.0	100.0	100.0	100.0		100.0	100.0	100.0	100.0	100.0
END USER		1	1	2	1	1						7
	50.0	50.0	100.0		33.3	100.0			100.0			33.3
DIVISION			1	1	1			1	1			5
			50.0	50.0	33.3			33.3	100.0			23.8
LOCATION EDP		1							1	2		4
	50.0								100.0		100.0	19.0
OTHER				1	1			2				4
				50.0	33.3			66.7				19.0
CORPORATE EDP	1									1		2
	100.0									50.0		9.5

[illegible][illegible]

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
TOTAL	1	2	2	2	3	1		3	1	2	2	21
	100.0	100.0	100.0	100.0	100.0	100.0		100.0	100.0	100.0	100.0	100.0
YES		1	1		2	1		2			1	10
		50.0	50.0	100.0	66.7	100.0		66.7			50.0	47.6
NO	1	1	2		1			1	1		1	8
	100.0	50.0	100.0		33.3			33.3	100.0		50.0	38.1
NOT APPLICABLE										1		1
										50.0		4.8

TOTAL REMOTE RESPONDENTS
TRANSMISSION METHODS - - AVERAGE PERCENTAGES REPORTED QUES 26 A
(NOTE: BECAUSE OF VARIATIONS IN REPORTING TOTALS WILL NOT EQUAL 100%)

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL

TOTAL	1	2	2	2	3	1		3	1	2	2	21
1978 BATCH AVERAGE PERCENTAGE	100	60	100	100	90			100	30		100	88
NUMBER OF RESPONDENTS TO ABOVE QUESTION	1	2	1	2	3			2	1		2	15
1978 INTERACTIVE AVERAGE PERCENTAGE		80			15			50	70	100		60
NUMBER OF RESPONDENTS TO ABOVE QUESTION		1			2			2	1	2		8
1980-1982 BATCH AVERAGE PERCENTAGE		55	100	100	80	78		50	30		65	68
NUMBER OF RESPONDENTS TO ABOVE QUESTION		2	1	1	1	3		2	1		2	13
1980-1982 INTERACTIVE AVERAGE PERCENTAGE		90		100	20	22		67	70	100	35	55
NUMBER OF RESPONDENTS TO ABOVE QUESTION		1		1	1	3		3	1	1	2	13

TOTAL REMOTE RESPONDENTS
WHAT IS THE KEY APPLICATION USING DDP COMMUNICATIONS? QUES. 26

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL

TOTAL	1 100.0	2 100.0	2 100.0	2 100.0	3 100.0	1 100.0		3 100.0	1 100.0	2 100.0	2 100.0	21 100.0
ORGANIZATIONAL RECORD KEEPING			1 50.0			1 100.0				1 50.0		3 14.3
INVENTORY CONTROL					2 66.7							2 9.5
ORDER ENTRY	1 100.0	1 50.0										2 9.5
INVOICING								1 33.3		1 50.0		2 9.5
REGISTRATION								1 33.3			1 50.0	2 9.5
PAYROLL		1 50.0										1 4.8
SCHEDULING					1 33.3							1 4.8
COST ANALYSIS									1 100.0			1 4.8
ACCOUNTS PAYABLE												
POLICE												
CREDIT VERIFICATION												
OTHER		1 50.0	1 50.0	1 50.0				1 33.3			2 100.0	6 28.6

AAA STUDY
TABLE 16
TOTAL REMOTE RESPONDENTS
FOR HOW LONG CAN THE CENTRAL & REMOTE SYSTEMS BE UNCOUPLED
IN A KEY APPLICATION?QUES.26B

=====INDUSTRY CLASSIFICATION=====													
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	
TOTAL	1	2	2	2	3	1		3	1	2	2	21	
	100.0	100.0	100.0	100.0	100.0	100.0		100.0	100.0	100.0	100.0	100.0	
LESS THAN 1 HR													
1-5 HOURS		1								1		1	
		50.0								50.0		4.8	
5-10 HOURS				1				1				1	
				50.0				33.3				4.8	
11-15 HOURS												2	
												9.5	
16-24 HOURS				1	2	1		2				6	
				50.0	66.7	100.0		66.7				28.6	
25-48 HOURS		1		1	1						1	4	
		50.0		50.0	33.3						50.0	19.0	
49-72 HOURS													
72+ HOURS			1									1	
			50.0									4.8	
UNLIMITED									1			2	
				50.0					100.0			9.5	
NA/WE DON'T GO DOWN										1		1	
										50.0		4.8	

TOTAL REMOTE RESPONDENTS
WHAT ARE YOUR GREATEST CONCERNS INVOLVING DDP COMMUNICATIONS?
QUES.26C

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
	1	2	2	2	3	1		3	1	2	2	21
	100.0	100.0	100.0	100.0	100.0	100.0		100.0	100.0	100.0	100.0	100.0
SPEED&COST												
		1		1	1			2				5
		50.0		50.0	33.3			66.7				23.8
ERROR FREE TRANSMISSION												
	1	2										4
	100.0	100.0										19.0
RELIABILITY												
		2			1							3
		100.0			33.3							14.3
MAINTENANCE BY PHONE COMPANY												
						1				1		2
						50.0				50.0		9.5
SECURITY												
											1	1
											50.0	4.8
GOOD INTERFACE BETWEEN HOST AND REMOTE												
							1					1
							33.3					4.8
TRAINING FOR USER												
										1		1
										50.0		4.8
PROGRAMMING												
LOSS OF CENTRAL CONTROL												
FUTURE OF SNA												
STANDARDIZATION												
OTHER												
				1							1	2
				50.0							50.0	9.5

DESCRIPTION OF DDP SOFTWARE QUES 27

=====INDUSTRY CLASSIFICATION=====													
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	

TOTAL	1 100.0	2 100.0	2 100.0	2 100.0	3 100.0	1 100.0		3 100.0	1 100.0	2 100.0	2 100.0	21 100.0	
SOURCES FOR APPLICATIONS													
INHOUSE	2 100.0	2 100.0	1 50.0	2 100.0	1 33.3	1 100.0		1 33.3	1 100.0		2 100.0	13 61.9	
VENDOR		1 50.0		1 50.0				2 66.7				4 19.0	
WOULD PREFER VENDOR PACKAGE OTHERWISE INHOUSE													
THIRD PARTY													
LANGUAGES REQUIRED													
BASIC						1 100.0						1 4.8	
FORTRAN			1 50.0	1 50.0		1 100.0					2 100.0	5 23.8	
COBOL		2 100.0		1 50.0	1 33.3			1 33.3	1 100.0		2 100.0	8 38.1	
ASSEMBLER											1 50.0	2 9.5	
MILS													
RPG											1 50.0	1 4.8	
ALGOL												1 4.8	
APL											1 50.0	1 4.8	

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL

BISYNC												
SDLC					1							1
					33.3							4.8
SYNC				1								1
				50.0								4.8
ASYNC												
DECNET												
DB/PC												
RS232												
D1000(HP)												
NONE	1	1	1					1				4
	50.0	50.0	50.0					33.3				19.0
OTHER					1				1	1	2	5
					33.3				100.0	50.0	100.0	23.8

	=====INDUSTRY CLASSIFICATION=====											
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CITY	MOT	COLL	TOTAL

INDUSTRY CLASSIFICATION-----												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
1	2	2	2	2	3	1		3	1	2	2	21
100.0	100.0	100.0	100.0	100.0	100.0	100.0		100.0	100.0	100.0	100.0	100.0
HARDWARE												
VENDOR	2	2	2	2	3	1		3		1	2	18
100.0	100.0	100.0	100.0	100.0	100.0	100.0		100.0		50.0	100.0	85.7
USER												
THIRD PARTY									1			1
OTHER									100.0			4.8
APPLICATIONS SOFTWARE												
VENDOR	1	2		2								5
50.0	100.0	100.0		100.0								23.8
USER			2		3	1		2	1		2	11
			100.0		100.0	100.0		66.7	100.0		100.0	52.4
THIRD PARTY												
OTHER	1							1				1
50.0								33.3				4.8
COMMUNICATIONS HARDWARE												
VENDOR	2	2	2	2	3	1		3		1	2	18
100.0	100.0	100.0	100.0	100.0	100.0	100.0		100.0		50.0	100.0	85.7
USER												
THIRD PARTY									1			1
OTHER									100.0			4.8

[illegible]

TABLE 292
TOTAL REMOTE RESPONDENTS
RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR LARGE MACHINES. QUES. 29 FUTURE

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	1	2	2	2	3	1		3	1	2	2	21
	100.0	100.0	100.0	100.0	100.0	100.0		100.0	100.0	100.0	100.0	100.0
POSITIVE USER IDENTIFICATION												
VERY IMPORTANT					1			1	1		2	5
					33.3			33.3	100.0		100.0	23.8
FAIRLY IMPORTANT												
IMPORTANT					1							1
					33.3							4.8
FAIRLY UNIMPORTANT												
UNIMPORTANT								1				1
								33.3				4.8
HARDWARE IDENTIFICATION												
VERY IMPORTANT					1			1	1		1	4
					33.3			33.3	100.0		50.0	19.0
FAIRLY IMPORTANT												
IMPORTANT												
FAIRLY UNIMPORTANT					1							1
					33.3							4.8
UNIMPORTANT								1			1	2
								33.3			50.0	9.5
COMMUNICATIONS ENCRYPTION												
VERY IMPORTANT					1							1
					33.3							4.8

THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR LARGE MACHINES.

UNIMPORTANT

QUES. 29 PRESENT

[illegible][illegible]

[illegible]

THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR SMALL MACHINES. QUES. 29 FUTURE

[illegible]

33.31

50.0
1

50.0
1

1	2
50.0	100.0

50.0
1

1333

1333

333

2 2
100.0 100.0

20	100
150	50

1050

13

1050

10

QUES. 29 FUTURE

TOTAL

33.3
1

1
4.8

TOTAL REMOTE RESPONDENTS
RATE YOUR SATISFACTION WITH DDP.QUES.30

=====INDUSTRY CLASSIFICATION=====											
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	1 100.0	2 100.0	2 100.0	2 100.0	3 100.0	1 100.0	1 100.0	3 100.0	1 100.0	2 100.0	2 100.0
OUTSTANDING	1 50.0				2 66.7			2 66.7			5 23.8
VERY GOOD	1 50.0	1 50.0	1 50.0	1 50.0	1 33.3	1 100.0	1 100.0	1 33.3	1 50.0	1 50.0	9 42.9
GOOD		1 50.0								2 100.0	3 14.3
POOR				1 50.0					1 100.0		2 9.5
VERY POOR											
NA-SYSTEM NOT YET INSTALLED										1 50.0	1 4.8

TOTAL REMOTE RESPONDENTS
MOST IMPORTANT CRITERIA FOR THE SUCCESS/FAILURE OF DDP IN YOUR INDUSTRY?
QUES.31

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
	1	2	2	2	3	1		3	1	2	2	21
	100.0	100.0	100.0	100.0	100.0	100.0		100.0	100.0	100.0	100.0	100.0
PLANNING BY USER FOR												
	1		1	1	3	1		1		1		9
	100.0		50.0	50.0	100.0	100.0		33.3		50.0		42.9
COORDINATION												
COMMUNICATION NET-												
		1	1	1				1				4
	50.0	50.0		50.0				33.3				19.0
WORK COST& RELIABILITY												
END USER												
		1									1	2
		50.0									50.0	9.5
INVOLVEMENT SUPPORT												
USER TRAINING												
										1		1
										50.0		4.8
COST/PERFORMANCE												
			1									1
			50.0									4.8
HARDWARE												
								1				1
								33.3				4.8
RELIABILITY												
TURNKEY SYSTEMS												
								1				1
								33.3				4.8
FAST IMPLEMENTATION												
SOFTWARE												

AAA STUDY
TABLE 24
TOTAL REMOTE RESPONDENTS
POSITIVE FACTORS OF DDP
QUES.32

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	1 100.0	2 100.0	2 100.0	2 100.0	3 100.0	1 100.0		3 100.0	1 100.0	2 100.0	2 100.0	21 100.0
TIMELINESS OF RESULTS	1 100.0	2 100.0	1 50.0	1 50.0	1 33.3	1 100.0					1 50.0	8 38.1
INCREASED THRUPTUT												
ACCESSIBILITY FOR END USER		1 50.0	1 50.0	1 50.0	1 33.3	1 100.0		1 33.3	1 50.0	1 50.0	1 50.0	6 28.6
COST PERFORMANCE		2 100.0	1 50.0			1 100.0				1 50.0	1 50.0	5 23.8
BETTER CUSTOMER SERVICE						1 100.0		1 33.3	1 50.0			3 14.3
COMPETITIVE ISSUES												
EFFICIENT TRANSFER OF LARGE AMTS. OF DATA				1 50.0	1 33.3							2 9.5
INCREASED END USER INVOLVEMENT											1 50.0	1 4.8
LOWER DOWN TIME												
INCREASED RELIABILITY								1 33.3				1 4.8
REDUCTION IN MAINFRAME USAGE												
EASE TELECOMMUNICATIONS BURDEN												
EASE OF SYSTEM EXPANSION												
FLEXIBILITY IN ALLOCATING RESOURCES												
OTHER								1 33.3	1 100.0	1 50.0		3 14.3

TOTAL REMOTE RESPONDENTS
NEGATIVE FACTORS OF DDP
QUES.33

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
	1	2	2	2	3	1	1	3	1	2	2	21
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
COMMUNICATIONS												
DEPENDENCE&												
ASSOCIATED PROBLEMS												
	1			2				1	1	1		5
	100.0			100.0				33.3	100.0	50.0		23.8
ADMINISTRATIVE												
COMPLEXITIES												
	1		1						1			3
	100.0		50.0						100.0			14.3
END USER CONFUSION,												
NEED FOR SUPPORT,												
TRAINING												
						1		2				3
						100.0		66.7				14.3
LOSS OF CONTROL												
				1	1							2
				50.0	33.3							9.5
HIGH START UP												
COSTS												
				1					1			2
				50.0					100.0			9.5
LACK OF MULTIPRODUCT												
COMPATIBILITY												
STANDARDIZATION												
				1				1				2
				50.0				33.3				9.5
NOT COST EFFECTIVE												
		1		1								2
		50.0		50.0								9.5
DIFFICULTY OF												
MAINTAINING												
CONSISTENCY												
IN DISTRIBUTED												
SOFTWARE												
										1		1
										50.0		4.8
NO GOOD SOFTWARE												
DBMS SOFTWARE												
										1		1
										50.0		4.8
POTENTIAL SECURITY												
WEAKNESSES												
				1								1
				50.0								4.8
MORE DEVICE SUPPORT												
REQUIREMENTS												
			1									9
			50.0							50.0		42.9
OTHER												
	2										2	
	100.0										100.0	
								33.3				

TOTAL REMOTE RESPONDENTS
SINGLE GREATEST MOTIVATOR FOR GOING TO DDP/QUES.34

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----
TOTAL	1 100.0	2 100.0	2 100.0	2 100.0	3 100.0	1 100.0		3 100.0	1 100.0	2 100.0	2 100.0	21 100.0
MOVE DATA MANAGEMENT & CONTROL TO THE SOURCE		1 50.0	1 50.0	2 100.0	1 33.3						2 100.0	7 33.3
COST/PERFORMANCE	1 50.0	1 50.0			1 33.3	1 100.0						4 19.0
INEFFICIENCIES OF A CENTRALIZED SYSTEM			1 50.0		1 33.3			1 33.3				3 14.3
BETTER CUSTOMER SERVICE	1 50.0				1 33.3					1 50.0		3 14.3
COMPETITIVE ISSUES												
TIMELINESS OF INFORMATION REPORTING					1 33.3			1 33.3				2 9.5
OFFLOAD MAINFRAME								2 66.7				2 9.5
SPEED OF IMPLEMENTATION										1 50.0		1 4.8
FLEXIBILITY FOR END USER												
COMMUNICATIONS SAVINGS												
LOWER DOWN TIME												
BETTER THRUPUT												
OTHER	1 50.0							1 33.3	1 100.0			3 14.3

TOTAL REMOTE RESPONDENTS
COMPANIES MOST INFLUENTIAL IN PROMOTING THE SUCCESS OF DDP
QUES.35

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
	1	2	2	2	3	1		3	1	2	2	21
100.0	100.0	100.0	100.0	100.0	100.0	100.0		100.0	100.0	100.0	100.0	100.0
DIGITAL EQUIPMENT												
		1		2	1			1	1			6
		50.0		100.0	33.3			33.3	100.0			28.6
HEWLETT PACKARD												
		1		2	1			1				5
		50.0		100.0	33.3			33.3				23.8
DATA GENERAL												
1		1		1				1				4
100.0		50.0		50.0				33.3				19.0
IBM												
								2		1		3
								66.7		50.0		14.3
DATAPOINT												
		1								1		2
		50.0								50.0		9.5
HONEYWELL												
				1								1
				50.0								4.8
BURROUGHS												
				1								1
				50.0								4.8
BELL/ATT												
									1			1
									100.0			4.8
DO NOT KNOW THE VENDORS												
					1							1
					33.3							4.8
FOUR PHASE												
								1				1
								33.3				4.8
MINICOMPUTER CO.S IN GENERAL												
	1											1
	50.0											4.8
GENERAL AUTOMATION												
					1							1
					33.3							4.8
OTHER												
	1										2	5
	50.0								100.0		100.0	23.8

000022

TOTAL REMOTE RESPONDENTS
COMPANIES MOST INHIBITING IN PROMOTING THE SUCCESS OF DDP-QUES.36

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL

TOTAL	1	2	2	2	3	1		3	1	2	2	21
	100.0	100.0	100.0	100.0	100.0	100.0		100.0	100.0	100.0	100.0	100.0
IBM	1	1	1	1				1				5
	100.0	50.0	50.0	50.0				33.3				23.8
HONEYWELL				1								1
				50.0								4.8
BURROUGHS								1				1
								33.3				4.8
NCR								1				1
								33.3				4.8
DATAPoint												1
												4.8
DO NOT KNOW THE VENDORS												1
								33.3				4.8
OTHER				1				1		1	2	5
				50.0				33.3		50.0	100.0	23.8

ON-SITE NON-DDP RESPONDENTS

EXHIBITS - ON-SITE NON-DDP RESPONDENTS

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ON-SITE NON-DDP RESPONDENTS
TITLES OF INTERVIEWEES

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
	3	3										6
	100.0	100.0										100.0
TOTAL												
	2	3										5
	66.7	100.0										83.3
DATA PROCESSING												
DIRECTOR,MANAGER, VP												
VP-NON DATA												
PROCESSING												
DATA PROCESSING												
OTHER MANAGEMENT												
USER-REMOTE SITE												
	1											1
	33.3											16.7
OTHER												

AAA STUDY
TABLE 28
ON-SITE NON-DDP RESPONDENTS
SIZE GROUPING OF RESPONDENTS

=====INDUSTRY CLASSIFICATION=====													
	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
TOTAL	3	3											6
	100.0	100.0											100.0
MUE	3	3											6
	100.0	100.0											100.0
20-99													
100-249	1	2											3
	33.3	66.7											50.0
250-999	1	1											1
	33.3	33.3											16.7
1000-9900	1												1
	33.3												16.7

SUE

250-499

500-999

AAA STUDY

TABLE 8

ON-SITE NON-DDP RESPONDENTS

TYPE OF ACTIVITY AT LOCATION QUES.1

[illegible]

ON-SITE NON-DDP RESPONDENTS EXPERIENCE OF INTERVIEWEES WITH EDP & DDP-QUES: 4

[illegible]

ON-SITE NON-DDP RESPONDENTS WITH EXPERIENCE OF INTERVIEWS WITH EDP & DDP—QUES. 4

	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
3-4													
5-6		1 33.3											1 16.7
7-8													
9-10	1 33.3												1 16.7
11-14													
15-20													
MORE THAN 20 YEARS													
NONE	2 66.7												2 33.3

EXPERIENCE AS A USER ONLY

PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP.QUES12

[illegible]

TABLE 1

PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP.QUES12

[illegible]

ON-SITE NON-DDP RESPONDENTS
APPLICATION STRUCTURE-QUES. 12

=====INDUSTRY CLASSIFICATION=====											
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL
TOTAL											
3	3										
100.0	100.0										100.0
STANDALONE BUSINESS											
	2										
	66.7										33.3
D.P.											
DISTRIBUTED											
1											
33.3											16.7
PROCESSING-HOST											
DEPENDENT											
MULTI-FUNCTIONAL											
	1										
	33.3										16.7
WORKSTATION SYSTEMS											
BUSINESS											
	1										
	33.3										16.7
SYSTEMS-SMALL											
ACCOUNT											

TABLE 31

ON-SITE NON-DEF RESPONDERS WITH OTHER SYSTEMS QUES. 13

[illegible]

AAA STUDY

TABLE 10

ON-SITE NON-DDP RESPONDENTS
FOR YOUR COMPANY WHAT IMPACT WILL THE FOLLOWING HAVE ON DDP? QUES. 14

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
3	3											6
100.0	100.0											100.0

SATELLITE, VAN, OR
OTHER COMMUNICATION
TRENDS?

MAJOR

SOME

MINIMAL

NO

INCREASE DDP

DECREASE DDP

INCREASE OF
AUTOMATION
OF THE OFFICE?

MAJOR

SOME

MINIMAL

NO

INCREASE DDP

DECREASE DDP

2
33.31
16.73
50.03
50.02
33.31
16.73
50.02
33.3

FOR YOUR COMPANY WHAT IMPACT WILL THE FOLLOWING HAVE ON DDP?QUES.14

[illegible]

CONTINUATION OF
PRESENT LACK OF
DDP STANDARDIZATION

MAJOR	1	1	2
	33.3	33.3	33.3

SOME

MINIMAL

NO	2	2	4
NO	66.7	66.7	66.7

INCREASE DDP

DECREASE DDP	1	4
	33.3	33.3
		23.3

INCREASE OF HARDWARE/SOFTWARE CAPABILITY

MAJOR	1	1	16.7
	33.3		

SOME

MINIMAL

NO 2 66.7 4 66.7

INCREASE DDP

DECREASE DDP.

TABLE 10

ON-SITE NON-DDP RESPONDENTS

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
=====												
CONSTRAINTS BY												
FEDERAL AGENCIES,												
POWER LIMITATIONS												
MAJOR												
SOME												
	1											1
	33.3											16.7
MINIMAL												
NO												
	3		2									5
	100.0		66.7									83.3
INCREASE												
			1									1
			33.3									16.7
DECREASE												

**ON-SITE NON-DDP RESPONDENTS
OUTLINE THE PLAN FOR YOUR ACTUAL/PLANNED DDP SYSTEM-QUES.15C**

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
RING WITH HOST												
RING WITHOUT HOST												
STAR												
HIERARCHICAL												
HYBRID												
NOT YET DETERMINED OR OTHER												

AAA STUDY
TABLE 42[illegible]

AAA STUDY
TABLE 42

[illegible]

TABLE 32

ON-SITE NON-DDP RESPONDENTS

HOW WAS THE DECISION MADE TO GO WITH DDP?QUES.17A

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
100.0	3	3										6
100.0	100.0											100.0
TOTAL												
66.7	2											2
66.7												33.3
DATA PROCESSING MANAGEMENT ANALYSIS												
66.7	2											2
66.7												33.3
EXECUTIVE DECISION												

DP STUDY OF
OTHER USERS
EXPERIENCE

STEERING/ADVISORY
COMMITTEE

OUTSIDE CONSULTANT RECOMMENDATION

EVOLUTIONARY PROCESS

OTHER

ON-SITE NON-DDP RESPONDENTS
WHO WAS INVOLVED IN THE DECISION TO GO TO DDP?QUES.17A

=====INDUSTRY CLASSIFICATION=====											TOTAL
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL
3	3										6
100.0	100.0										100.0
2	2										4
66.7	66.7										66.7
2	2										4
66.7	66.7										66.7
1	1										1
33.3	33.3										16.7

ADVISORY COMMITTEE

REMOTE SITE USER

OTHER

TABLE 34

ON-SITE NON-DDP RESPONDENTS

WHO MADE THE FINAL PRODUCT SELECTION DECISION? QUES. 17B

[illegible]

REMOTE SITE USER

OTHER

TABLE 35

TABLE 35

DESCRIBE THE JUSTIFICATION PROCEDURE USED IN THE DDP DECISION QUES.18

DESCRIBE THE JUSTIFICATION PROCEDURE USED IN THE DDP DECISION QUES.18

[illegible]

ON-SITE NON-DDP RESPONDENTS
MOST IMPORTANT FACTORS IN SELECTING A DDP VENDOR
QUES.19

[illegible]

QUES. 20

[illegible]

AAA STUDY
TABLE 19
ON-SITE NON-DDP RESPONDENTS
RATE THE FOLLOWING FACTORS AND THEIR DEGREE OF IMPORTANCE IN SELECTING A DDP VENDOR-QUES.21

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
3	3											6
100.0	100.0											100.0
PRODUCT PRICE PERFORMANCE												
CRITICAL	1											1
	33.3											16.7
VERY IMPORTANT			1									1
			33.3									16.7
IMPORTANT	1		1									2
	33.3		33.3									33.3
SOMEWHAT IMPORTANT			1									1
			33.3									16.7
UNIMPORTANT												
PRODUCT RELIABILITY												
CRITICAL	1		3									4
	33.3		100.0									66.7
VERY IMPORTANT	1											1
	33.3											16.7
IMPORTANT												
SOMEWHAT IMPORTANT												
UNIMPORTANT												
VENDOR IMAGE / VIABILITY												
CRITICAL	1											1
	33.3											16.7
VERY IMPORTANT	1		1									2
	33.3		33.3									33.3

ON-SITE NON-DDP RESPONDENTS RATE THE FOLLOWING FACTORS AND THEIR DEGREE OF IMPORTANCE IN SELECTING A DDP VENDOR-QUES.21

[illegible]

AAA STUDY
TABLE 19

ON-SITE NON-DDP RESPONDENTS
AND THEIR DEGREE OF IMPORTANCE IN SELECTING A DDP VENDOR-QUES.21

[illegible]

ON-SITE NON-DDP RESPONDENTS
RATE THE FOLLOWING FACTORS AND THEIR DEGREE OF IMPORTANCE
IN SELECTING A DDP VENDOR . QUES. 22

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL

TOTAL												
3	3											6
100.0	100.0											100.0
ONE STOP HARDWARE SHOPPING												
CRITICAL												
1											1	
33.3											16.7	
VERY IMPORTANT												
1											1	
33.3											16.7	
IMPORTANT												
2											2	
66.7											33.3	
SOMEWHAT IMPORTANT												
1											1	
33.3											16.7	
UNIMPORTANT												
COMPATIBILITY OF HARDWARE												
CRITICAL												
1											1	
33.3											16.7	
VERY IMPORTANT												
1											1	
33.3											16.7	
IMPORTANT												
1											2	
33.3											66.7	
SOMEWHAT IMPORTANT												
UNIMPORTANT												
OFFERS LANGUAGE AVAILABILITY												
CRITICAL												

TABLE 20

RATE THE FOLLOWING FACTORS AND THEIR DEGREE OF IMPORTANCE

IN SELECTING A DDP VENDOR . QUES. 22

[illegible]

TABLE 20

ON-SITE NON-DDP RESPONDENTS

RATE THE FOLLOWING FACTORS AND THEIR

IN SELECTING A DDP VENDOR :

[illegible]

AAA STUDY

TABLE 11

ON-SITE NON-DDP RESPONDENTS
WHOSE BUDGET ABSORBS THE DDP EXPENSE? QUES.23

	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
TOTAL	3	3											6
	100.0	100.0											100.0
CORPORATE EDP	2	3											5
	66.7	100.0											83.3
LOCATION EDP	1												1
	33.3												16.7

DIVISION

END USER

OTHER

TABLE 12

WHAT DP METHODS WILL DDP REPLACE? QUES.24

[illegible]

AAA STUDY
TABLE 13[illegible]

TABLE 14

ON-SITE NON-DDP RESPONDENTS

[illegible]

TABLE 15

ON-SITE NON-DDP RESPONDENTS

WHAT IS THE KEY APPLICATION USING DDP COMMUNICATIONS? QUES. 26

[illegible]

AAA STUDY
TABLE 16

ON-SITE NON-DDP RESPONDENTS
FOR HOW LONG CAN THE CENTRAL & REMOTE SYSTEMS BE UNCOUPLED
IN A KEY APPLICATION?QUES.26B

=====INDUSTRY CLASSIFICATION=====													
	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
TOTAL	3	3											6
	100.0	100.0											100.0
LESS THAN 1 HR	1												1
	33.3												16.7
1-5 HOURS	1												1
	33.3												16.7
5-10 HOURS		1											1
		33.3											16.7
11-15 HOURS													
16-24 HOURS													
25-48 HOURS													
49-72 HOURS													
72+ HOURS		1											1
		33.3											16.7
UNLIMITED													1
													16.7

NA/WE DON'T GO DOWN

AAA STUDY
TABLE 17

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
3	3											6
100.0	100.0											100.0
COOPERATIVE HOST												
1	1											2
33.3	33.3											33.3
MANUAL												
	1											1
	33.3											16.7
DEGRADED HOST												
	1											1
	33.3											16.7
REDUNDANT HARDWARE												
	1											1
	33.3											16.7
DON'T NEED IT/WAIT												
1												1
33.3												16.7
PROBLEM AREA/NO SET												
1												1
33.3												16.7
PLAN												
BATCH												
MAIL/COURIER												
TWX												
TELEPHONE												
OTHER												

TABLE 4

ON-SITE NON-DDP RESPONDENTS

[illegible]

AAA STUDY
TABLE 21
ON-SITE NON-DDP RESPONDENTS
DESCRIPTION OF DDP SOFTWARE QUES 27

=====INDUSTRY CLASSIFICATION=====											
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL
TOTAL	3	3									TOTAL
100.0	100.0										100.0
SOURCES FOR APPLICATIONS											
INHOUSE											
	1	1									2
33.3	33.3										33.3
VENDOR											
	2	2									4
66.7	66.7										66.7

WOULD PREFER
VENDOR PACKAGE
OTHERWISE INHOUSE

THIRD PARTY

LANGUAGES REQUIRED

BASIC

FORTRAN

COBOL

ASSEMBLER

MILS

RPG

ALGOL

APL

1
16.7

3
50.0

AAA STUDY
TABLE 21
ON-SITE NON-DDP RESPONDENTS
DESCRIPTION OF DDP SOFTWARE

[illegible]

AAA STUDY
TABLE 21ON-SITE NON-DDP RESPONDENTS
DESCRIPTION OF DDP SOFTWARE[illegible]

BI SYNC

2705

SYNC

ASync

DECLINT

DB/PC

RS232

D1000(Hp)

END

33.3
- 66.7

27.2

30
50.

OTHER

26.7 33.3

30.
50.

AAA STUDY

TABLE 22

MAINTENANCE HANDLED BY WHOM? QUES. 28

MAINTENANCE HANDLED BY WHOM? QUES. 28

=====INDUSTRY CLASSIFICATION=====													
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	
HARDWARE													
TOTAL													
3	3												6
100.0	100.0												100.0
VENDOR													
2	1												3
66.7	33.3												50.0
USER													
THIRD PARTY													
	2												2
	66.7												33.3
OTHER													
APPLICATIONS SOFTWARE													
VENDOR													
	1												1
	33.3												16.7
USER													
1	3												4
33.3	100.0												66.7
THIRD PARTY													
OTHER													
COMMUNICATIONS HARDWARE													
VENDOR													
	1												1
	33.3												16.7
USER													
THIRD PARTY													
OTHER													

AAA STUDY
TABLE 22
ON-SITE NO
MAINTENANC[illegible]COMMUNICATIONS
SOFTWARE

VENDOR

16.7

USER

1333

16.7
17

THIRD PARTY

OTHER

ON-SITE NON-DDP RESPONDENTS

ON-SITE NON-DDP RESPONDENTS

RATE THE IMPORTANCE YOU ATTACH TO EACH OF THE FOLLOWING FACTORS IN YOUR CHOICE OF A CAREER:

TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR LARGE MACHINES.

QUES. 29 PRESENT

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
3	3											6
100.0	100.0											100.0
POSITIVE USER IDENTIFICATION												
	1											1
	33.3											16.7
FAIRLY IMPORTANT												
IMPORTANT												
FAIRLY UNIMPORTANT												
UNIMPORTANT												
HARDWARE IDENTIFICATION												
	1											1
	33.3											16.7
FAIRLY IMPORTANT												
IMPORTANT												
FAIRLY UNIMPORTANT												
UNIMPORTANT												
COMMUNICATIONS ENCRYPTION												
VERY IMPORTANT												

AAA STUDY
TABLE 291
ON-SITE NON-DDP RESPONDENTS
ON-ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR LARGE MACHINES. QUES. 29 PRESENT

=====INDUSTRY CLASSIFICATION=====													TOTAL
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL		
FAIRLY IMPORTANT													
IMPORTANT													
FAIRLY UNIMPORTANT													
UNIMPORTANT													1 16.7
DATA STORAGE ENCRYPTION													
VERY IMPORTANT													
FAIRLY IMPORTANT													
IMPORTANT													
FAIRLY UNIMPORTANT													
UNIMPORTANT													1 16.7
SECURITY JOURNALLING FOR AUDIT TRAIL													
VERY IMPORTANT													
FAIRLY IMPORTANT													1 16.7
IMPORTANT													
FAIRLY UNIMPORTANT													

ON-SITE NON-DDP RESPONDENTS

RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR LARGE MACHINES. QUES. 29 PRESENT

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----

UNIMPORTANT

ON-SITE NON-DDP RESPONDENTS

Rate the importance you attach to the following factor concerning data security needs for large machines.

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
FAIRLY IMPORTANT												
IMPORTANT												
FAIRLY UNIMPORTANT												
UNIMPORTANT												
	1											1
	33.3											16.7
DATA STORAGE												
ENCRYPTION												
VERY IMPORTANT												
FAIRLY IMPORTANT												
IMPORTANT												
FAIRLY UNIMPORTANT												
UNIMPORTANT												
	1											1
	33.3											16.7
SECURITY JOURNALLING												
FOR AUDIT TRAIL												
VERY IMPORTANT												
FAIRLY IMPORTANT												
	1											1
	33.3											16.7
IMPORTANT												
FAIRLY UNIMPORTANT												

TABLE 292

ON-SITE NON-DDP RESPONDENTS

ON-SITE NON-DDP RESPONDENTS
RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR LARGE MACHINES. QUES. 29 FUTURE

ON SITE NON-DEF RESPONDENTS
RATE THE IMPORTANCE YOU ATTACH
TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR LARGE MACHINES.

[illegible]

UNIMPORTANT

AAA STUDY

TABLE 293

ON-SITE NON-DDP RESPONDENTS

QUESTIONS 29 PRESENT THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR SMALL MACHINES. RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR SMALL MACHINES. QUESTIONS 29 PRESENT

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
												6
TOTAL												100.0
POSITIVE USER IDENTIFICATION												
VERY IMPORTANT												2
FAIRLY IMPORTANT												33.3
IMPORTANT												
FAIRLY UNIMPORTANT												
UNIMPORTANT												
HARDWARE IDENTIFICATION												
VERY IMPORTANT												2
FAIRLY IMPORTANT												33.3
IMPORTANT												
FAIRLY UNIMPORTANT												
UNIMPORTANT												
COMMUNICATIONS ENCRYPTION												
VERY IMPORTANT												

1. RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR SMALL MACHINES. QUES. 29 PRESENT

[illegible]

AAA STUDY
 TABLE 293
 ON-SITE NON-DDP RESPONDENTS
 RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR SMALL MACHINES. QUES. 29 PRESENT

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
---	---	---	---	---	---	---	---	---	---	---	---	---

UNIMPORTANT

TABLE 294

Rate the importance you attach to the following factor concerning data security needs for small machines.

[illegible]

ON-SITE NON-DDP RESPONDENTS

ACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR SMALL MACHINES.

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
FAIRLY IMPORTANT												
1												1
33.3												16.7
FAIRLY UNIMPORTANT												
1	1											2
33.3	33.3											33.3
DATA STORAGE ENCRYPTION												
VERY IMPORTANT												
FAIRLY IMPORTANT												
1												1
33.3												16.7
FAIRLY UNIMPORTANT												
1	1											2
33.3	33.3											33.3
SECURITY JOURNALLING FOR AUDIT TRAIL												
1												1
33.3												16.7
VERY IMPORTANT												
1												1
33.3												16.7
FAIRLY IMPORTANT												
1	1											2
33.3	33.3											33.3
IMPORTANT												
1												1
33.3												16.7
FAIRLY UNIMPORTANT												

AAA STUDY
 TABLE 294
 ON-SITE NON-DDP RESPONDENTS
 RATE THE IMPORTANCE YOU ATTACH TO THE FOLLOWING FACTOR CONCERNING DATA SECURITY NEEDS FOR SMALL MACHINES. QUES. 29 FUTURE

=====INDUSTRY CLASSIFICATION=====										
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT
COLL	TOTAL									

UNIMPORTANT

AAA STUDY
TABLE 23[illegible]

AAA STUDY

ON-SITE NON-DDP RESPONDENTS

ON-SITE NON-DDP RESPONDENTS
MOST IMPORTANT CRITERIA FOR THE SUCCESS/FAILURE OF DDP IN YOUR INDUSTRY?

QUES. 31

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
=====												
TOTAL												
3	3											6
100.0	100.0											100.0
=====												
USER TRAINING												
2	2											4
66.7	66.7											66.7
=====												
PLANNING BY USER FOR IMPLEMENTATION & COORDINATION												
2	2											2
66.7	66.7											33.3
=====												
COST/PERFORMANCE												
1	1											1
33.3	33.3											16.7
=====												
FAST IMPLEMENTATION												
1	1											1
33.3	33.3											16.7
=====												
END USER INVOLVEMENT SUPPORT												
1	1											1
33.3	33.3											16.7
=====												
COMMUNICATION NETWORK COST & RELIABILITY												
=====												
HARDWARE RELIABILITY												
=====												
SOFTWARE RELIABILITY AVAILABILITY												
=====												
SOFTWARE EASE OF USE												
=====												
SOFTWARE STANDARDIZATION												
=====												
TURNKEY SYSTEMS												
=====												
OTHER												
1	1											1
33.3	33.3											16.7

AAA STUDY
TABLE 24

[illegible]

AAA STUDY

TABLE 25

ON-SITE NON-DDP RESPONDENTS

NEGATIVE FACTORS OF DDP

QUES. 33

[illegible]

SINGLE GREATEST MOTIVATOR FOR GOING TO DDP/QUES.34

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
3	3											6
100.0	100.0											100.0
MOVE DATA MANAGEMENT												
	2											2
	66.7											33.3
BETTER CUSTOMER SERVICE												
1	1											2
33.3	33.3											33.3
COMPETITIVE ISSUES												
	1											1
	33.3											16.7
COST/PERFORMANCE												
	1											1
	33.3											16.7
TIMELINESS OF INFORMATION REPORTING												
	1											1
	33.3											16.7
FLEXIBILITY FOR END USER												
	1											1
	33.3											16.7
COMMUNICATIONS SAVINGS												
	1											1
	33.3											16.7
SPEED OF IMPLEMENTATION												
	1											1
	33.3											16.7
BETTER THRUPUT												
1												1
33.3												16.7
INEFFICIENCIES OF A CENTRALIZED SYSTEM												
LOWER DOWN TIME												
OFFLOAD MAINFRAME												
OTHER												

COMPANY
QUES. 35

[illegible]

TABLE 27

ON-SITE NON-DDP RESPONDENTS

[illegible]

TOTAL NON-DDP RESPONDENTS

EXHIBITS - TOTAL NON-DDP RESPONDENTS

TABLE OF CONTENTS

		Titles Of Interviewees
		Size Groupings Of Respondents
QUES	1	Type Of Activity At Location
QUES	4	Experience Of Interviewees With EDP & DDP
QUES	7	If You Are Not Planning On Installing DDP With Communications, Why?
QUES	8	Strengths Of DDP
QUES	8	Weaknesses Of DDP
QUES	8	What Must Happen For You To Consider DDP?
QUES	8	When Do You Next Expect To Evaluate DDP?
QUES	8	When DDP Is Considered In The Future For What Applications Will It Be Considered?
QUES	8	Would You Go DDP If Vendor Offered Applications Software?
QUES	9	Do You Have Relationships Or Tie-Ins With Other Systems?
QUES	10	Hardware By Vendor - Installations As Of 1978
QUES	10	Primary Applications Performed At This Site - EDP

AA2 STUDY
TABLE 108
TOTAL NON-DDP RESPONDENTS
STRENGTHS OF DDP.QUES 8A

=====INDUSTRY CLASSIFICATION=====													
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	
-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	
TOTAL	36 100.0	17 100.0	9 100.0	4 100.0	8 100.0	22 100.0	4 100.0	1 100.0	20 100.0	8 100.0	7 100.0	2 100.0	138 100.0
TIMELINESS OF INFORMATION	6 16.7	1 5.9	4 44.4	2 50.0	1 12.5	5 22.7		1 100.0	5 25.0	1 12.5	1 14.3		27 19.6
LOCAL CONTROL FLEXIBILITY	7 19.4	2 11.8	1 11.1		2 25.0	7 31.8			2 10.0	3 37.5	3 42.9		27 19.6
MOVE DATA MANAGEMENT TO THE SOURCE	1 2.8	2 11.8	1 11.1		1 12.5	3 13.6			3 15.0	5 62.5	1 14.3		17 12.3
OFFLOADING HOST FREE UP MAINFRAME	3 8.3	1 5.9		1 25.0	1 12.5	1 4.5	1 25.0	1 100.0	1 5.0	4 50.0	1 14.3		15 10.9
DATA HANDLED LESS FREQUENTLY FEWER ERRORS			2 22.2		1 4.5				2 10.0		1 50.0		6 4.3
LESS DOWN TIME RELIABILITY									3 15.0	1 12.5			4 2.9
REDUCE COST	1 2.8			1 25.0	1 12.5					1 14.3			4 2.9
DISTANCE REQUIREMENTS	1 2.8								1 5.0				2 1.4
OTHER		1 5.9	1 11.1					3 15.0		1 12.5			6 4.3

AA2 STUDY
TABLE 109

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
36	17	9	4	8	22		1	20	8	7	2	138
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
6	1	3		1	4			2	2	4		23
16.7	5.9	33.3		12.5	18.2			10.0	25.0	57.1		16.7
1				1	1		1	1	2	3		12
2.8				12.5	4.5		100.0	5.0	25.0	42.9		8.7
1	1	1		1	2			2	2	1		11
2.8	5.9	11.1		12.5	9.1			10.0	25.0	14.3		8.0
2					1			2		1	1	7
5.6					4.5			10.0		14.3	50.0	5.1
DIFFICULTY IN MAINTAINING CONSISTENCY IN DISTRIBUTED SOFTWARE												
2		1	1					1	1			6
5.6		11.1	25.0					5.0	12.5			4.3
2	1							1	2			6
5.6	5.9							5.0	25.0			4.3
2	1						1		1			5
5.6	5.9						25.0		12.5			3.6
1									1	1		3
2.8									12.5	14.3		2.2
1				1	1							3
2.8				12.5	4.5							2.2
2	3		1	1	3							12
5.6	17.6		25.0	12.5	13.6		100.0	5.0				8.7
OTHER												

AA2 STUDY
TABLE 110
TOTAL NON-DDP RESPONDENTS
WHAT MUST HAPPEN FOR YOU TO CONSIDER DDP? QUES.8B

=====INDUSTRY CLASSIFICATION=====													-----		
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	-----		
36	17	9	4	8	22	4	1	20	8	7	2	138			
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0			
GROWTH OF RESPONDENT ORGANIZATION															
2	5	2	2	1	13			1	1			27			
5.6	29.4	22.2	50.0	12.5	59.1			5.0	12.5			19.6			
CHANGES WITHIN INTERVIEWEE ORGANIZATION MANAGEMENT PLANNING, COMMITMENT															
6	1	3	1	2	4	1		3	2	3	1	27			
16.7	5.9	33.3	25.0	25.0	18.2	25.0		15.0	25.0	42.9	50.0	19.6			
DON'T KNOW															
6								1		1		8			
16.7								5.0		14.3		5.8			
COST OVERALL MUST GO DOWN															
2					1			2	1	1		7			
5.6					4.5			10.0	12.5	14.3		5.1			
EQUIPMENT COST MUST GO DOWN															
2		1		1	1			1	1			7			
5.6		11.1		12.5	4.5			5.0	12.5			5.1			
MAINFRAME MUST REACH CAPACITY															
		1		1	4		1					7			
		11.1		12.5	18.2		100.0					5.1			
SYSTEMS MUST BE EASIER TO USE															
2	1		1						2			6			
5.6	5.9		25.0						25.0			4.3			
GOOD SOFTWARE COMPATIBILITY MUST EXIST															
1	1	1		1				1	1			6			
2.8	5.9	11.1		12.5				5.0	12.5			4.3			
PRESENTLY WE ARE CONSIDERING DDP															
1						1		1	1			4			
2.8						25.0		5.0	12.5			2.9			
COMMUNICATIONS COST MUST GO DOWN															
		1		1								2			
		11.1		12.5								1.4			
OTHER															
3	3	1		1	2	1		4	1	2		18			
8.3	17.6	11.1		12.5	9.1	25.0		20.0	12.5	28.6		13.0			

AA2 STUDY
TABLE 111
TOTAL NON-DDP RESPONDENTS
WHEN DO YOU NEXT EXPECT TO EVALUATE DDP? QUES. 8C

=====INDUSTRY CLASSIFICATION=====													
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL	
TOTAL	36	17	9	4	8	22	4	1	20	8	7	2	138
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
1978	1				2			3	2				8
	2.8				9.1			15.0	25.0				5.8
1979	1		1		4			2	2				10
	2.8		11.1		18.2			10.0	25.0				7.2
1980	1	1	1	2	1	2	1		1	2			12
	2.8	5.9	11.1	50.0	12.5	9.1	25.0		12.5	28.6			8.7
1981	1				2		2		1				6
	2.8				25.0		50.0		12.5				4.3
1982-1985	1	2		1	2					1			8
	2.8	11.8		25.0	9.1					14.3			5.8
1985+		1	1					1					3
		5.9	11.1					5.0					2.2
NEVER	4	1	2		1			3		1			12
	11.1	5.9	22.2		4.5			15.0		14.3			8.7
UNDETERMINED	7		1	2	4			2		1	1		18
	19.4		11.1	25.0	18.2			10.0		14.3	50.0		13.0

TOTAL NON-DDP RESPONDENTS
WHEN DDP IS CONSIDERED IN THE FUTURE FOR WHAT APPLICATIONS WILL IT BE CONSIDERED? QUES 8C

=====INDUSTRY CLASSIFICATION=====													=====		
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL			

TOTAL	36 100.0	17 100.0	9 100.0	4 100.0	8 100.0	22 100.0	4 100.0	1 100.0	20 100.0	8 100.0	7 100.0	2 100.0	138 100.0		
PAYROLL & LABOR DISTRIBUTION				1 25.0				1 5.0			3 42.9		5 3.6		
OTHER GOVERNMENT APPLICATIONS									5 62.5				5 3.6		
INVENTORY ACCOUNTING CONTROL	1 2.8	2 11.8				1 4.5							4 2.9		
ORDER ENTRY	3 8.3	1 5.9											4 2.9		
BILLING	1 2.8					1 4.5				1 14.3			3 2.2		
ACCOUNTS RECEIVABLE			1 25.0			1 4.5							2 1.4		
BUDGET ADMINISTRATION		1 11.1								1 14.3			2 1.4		
WELFARE AND SOCIAL ASSISTANCE									2 25.0				2 1.4		
OTHER HEALTH APPLICATIONS								2 10.0					2 1.4		
FREIGHT BILL ENTRY										2 28.6			2 1.4		
SALES ANALYSIS								1 5.0					1 .7		
ACCOUNTS PAYABLE						1 4.5							1 .7		
GENERAL LEDGER						1 4.5							1 .7		
COST ACCOUNTING													1 .7		
								1 5.0					1 .7		

AA2 STUDY
 TABLE 116
 TOTAL NON-DDP RESPONDENTS
 WHEN DDP IS CONSIDERED IN THE FUTURE FOR WHAT APPLICATIONS WILL IT BE CONSIDERED? QUES 8C

	=====INDUSTRY CLASSIFICATION=====											TOTAL
	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL
JOB COSTING		1 5.9										1 .7
PO WRITING	1 2.8											1 .7
RECEIVING		1 5.9										1 .7
ORDER ALLOCATION		1 5.9										1 .7
OTHER DISTRIBUTION APPLICATIONS			1 11.1									1 .7
PROPERTY TAX										1 12.5		1 .7
TRAFFIC CITATION PROCESSING										1 12.5		1 .7
VEHICLE REGISTRATION										1 12.5		1 .7
BED AVAILABILITY CENSUS									1 5.0			1 .7
LABORATORY REPORTING									1 5.0			1 .7
SUPPLIES INVENTORY									1 5.0			1 .7
ACTURIAL AND STATISTICAL									1 5.0			1 .7
EQUIPMENT INVENTORY											1 14.3	1 .7
CUSTOMER RECORDS										1 12.5		1 .7
REVENUE ACCOUNTING											1 14.3	1 .7

AA2 STUDY
TABLE 112
TOTAL NON-DDP RESPONDENTS
WOULD YOU GO DDP IF VENDOR OFFERED APPLICATIONS SOFTWARE? QUES.8D

=====INDUSTRY CLASSIFICATION=====													TOTAL
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL		
36	17	9	4	8	22	4	1	20	8	7	2	138	
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	
1	2	1	3	2	3			3	1	1	1	18	
2.8	11.8	11.1	75.0	25.0	13.6			15.0	12.5	14.3	50.0	13.0	
17	6	6		2	15	3		1	3	2		55	
47.2	35.3	66.7		25.0	68.2	75.0		5.0	37.5	28.6		39.9	
5	2	1		1	1		1	3	4	2		20	
13.9	11.8	11.1		12.5	4.5		100.0	15.0	50.0	28.6		14.5	

DO YOU HAVE RELATIONSHIPS OR TIE-INS WITH OTHER SYSTEMS? QUES.9

=====INDUSTRY CLASSIFICATION=====												
WHOL	RET	PROC	PET	AERO	MACH.	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
36	17	9	4	8	22	4	1	20	8	7	2	138
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
9	3	2			6			7	1			28
25.0	17.6	22.2			27.3			35.0	12.5			20.3
14	6	5	4	5	5	3		12	7	5		66
38.9	35.3	55.6	100.0	62.5	22.7	75.0		60.0	87.5	71.4		47.8
13	8	2		3	11	1	1	1		2	2	44
36.1	47.1	22.2		37.5	50.0	25.0	100.0	5.0		28.6	100.0	31.9
NO RESPONSE												

AAA STUDY
HARDWARE BY VENDOR QUESTION 10

1978-NON-DDP INSTALLATION

VENDOR	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
IBM	22	5	7	1	5	12	7		8	5	4		76
BURROUGHS	2	2		1		2	1		2	2			12
NCR	1	1	1			3	1		2		1		10
FOUR PHASE	1					1			4				6
HONEYWELL	2	1				2			1				6
DATA GENERAL		1				2			1				4
HP	1			1				1	1				4
DATAPoint	1					1							2
GENERAL AUTOMATION	1										1		2
MICRODATA						1				1			2
UNIVAC		1									1		2
DEC												1	1
SERVICE BUREAUS	1												1
SYCOR												1	1
OTHER	2	1		1	1				2	1	1		9
TOTAL	34	12	8	4	6	24	9	1	21	9	9	1	138

AA2 STUDY
TABLE 114
TOTAL NON-DDP RESPONDENTS
PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP.QUES10

=====INDUSTRY CLASSIFICATION=====													TOTAL
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL		
TOTAL	36 100.0	17 100.0	9 100.0	4 100.0	8 100.0	22 100.0	4 100.0	1 100.0	20 100.0	8 100.0	7 100.0	2 100.0	138 100.0
ACCOUNTS RECEIVABLE	17 47.2	8 47.1	3 33.3	4 100.0	2 25.0	10 45.5		11 55.0	3 37.5	3 42.9			61 44.2
ACCOUNTS PAYABLE	11 30.6	11 64.7		2 50.0	2 25.0	7 31.8		14 70.0	7 87.5	3 42.9			57 41.3
INVENTORY ACCOUNTING CONTROL	19 52.8	7 41.2				7 31.8		8 40.0	7 87.5	3 42.9			51 37.0
PAYROLL & LABOR DISTRIBUTION	5 13.9	3 17.6	4 44.4	2 50.0	2 25.0	5 22.7		13 65.0	7 87.5	4 57.1			45 32.6
GENERAL LEDGER	5 13.9	5 29.4		1 25.0		4 18.2		13 65.0	6 75.0	3 42.9			37 26.8
BILLING	13 36.1					4 18.2		12 60.0	3 37.5	3 42.9			35 25.4
SALES ANALYSIS	8 22.2	4 23.5	2 22.2			6 27.3			1 12.5	1 14.3			22 15.9
ORDER ENTRY	9 25.0	1 5.9	3 33.3			7 31.8		1 5.0					21 15.2
FIXED ASSETS ACCOUNTING	4 11.1		1 11.1	1 25.0	1 12.5			4 20.0	4 50.0	2 28.6			17 12.3
BUDGET ADMINISTRATION	5 13.9	1 5.9	1 11.1					4 20.0	5 62.5	1 14.3			17 12.3
PERSONNEL RECORDS	4 11.1	1 5.9	1 11.1					2 10.0	6 75.0	2 28.6			16 11.6
COST ACCOUNTING	4 11.1		1 11.1		2 25.0	2 9.1		2 10.0	1 12.5				12 8.7
ADMISSIONS AND DISCHARGE								10 50.0					10 7.2
BED AVAILABILITY CENSUS								10 50.0					10 7.2

AA2 STUDY
TABLE 114
TOTAL NON-DDP RESPONDENTS
PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP.QUES10

=====INDUSTRY CLASSIFICATION=====											
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	TOTAL

PO WRITING	2			1				1	4	1	9
	5.6			4.5				5.0	50.0	14.3	6.5
FACILITIES/EQUIPMENT	2		1						4		7
MAINTENANCE	5.6		25.0						50.0		5.1
JOB COSTING	1	2		1				1	1		6
	2.8	22.2		4.5				5.0	12.5		4.3
SAVING LOAN DEPOSIT				1	1	4					6
ACCOUNTING				12.5	4.5	100.0					4.3
SUPPLIES INVENTORY								6			6
								30.0			4.3
TAX & GOV. REPORTING	3	1						1			5
	8.3	11.1						5.0			3.6
STOCKHOLDER RECORDS	4	1									5
	11.1	11.1									3.6
PATIENT IDENTIFICATION								4	1		5
								20.0	12.5		3.6
RECEIVING	2							2			4
	5.6							10.0			2.9
SHIPPING	3			1							4
	8.3			4.5							2.9
MAILINGS/MAILING LISTS	4										4
	11.1										2.9
DEMAND DEPOSIT ACCOUNTING				1	3						4
				4.5	75.0						2.9
LICENSING									4		4
									50.0		2.9
THIRD PARTY CLAIMS								3	1		4
								15.0	12.5		2.9
STORES INVENTORY CONTROL	1	1	1								4
	2.8	11.1	25.0								2.9

AA2 STUDY
TABLE 114

TOTAL NON-DDP RESPONDENTS

PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP.QUES10

[illegible]

AA2 STUDY
TABLE 114[illegible]

AA2 STUDY
TABLE 114
TOTAL NON-DDP RESPONDENTS
PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP. QUES 10

	WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT	COLL	TOTAL
=====INDUSTRY CLASSIFICATION=====													
MEDICAL RECORDS AND STATISTICS									1				1
									5.0				.7
OTHER HEALTH APPLICATIONS									1				1
									5.0				.7
POLICY									1				1
									5.0				.7
POLICY ISSUE RENEWALS						1							1
						4.5							.7
ACTURIAL AND STATISTICAL									1				1
									5.0				.7
AGENCY ACCOUNTING									1				1
									5.0				.7
BILL OF MATERIAL MAINTENANCE						1							1
						4.5							.7
DEMAND FORECASTING						1							1
						4.5							.7
ORDER TRACKING AND INQUIRY						1							1
						4.5							.7
MATERIALS REQUIREMENTS PLANNING						1							1
						4.5							.7
SHOP LOADING						1							1
						4.5							.7
ORDER RELEASE						1							1
						4.5							.7
MATERIAL MOVE CONTROL						1							1
						4.5							.7
EQUIPMENT ACCTG AND LOCATION CONTROL						1							1
						4.5							.7
PROJECT MANAGEMENT AND CONTROL						1							1
						4.5							.7

TOTAL NON-DDP RESPONDENTS
PRIMARY APPLICATIONS PERFORMED AT THIS SITE-EDP. QUES 10

=====INDUSTRY CLASSIFICATION=====											COLL	TOTAL		
WHOL	RET	PROC	PET	AERO	MACH	FIN	SCH	HOSP	CTY	MOT				
CASH MANAGEMENT												1	1	
													4.5	7
NUMERIC CONTROLLED TOOLS												1	1	
													4.5	7
NAME AND ADDRESS MAINTENANCE												1	1	
												14.3	7	
CERTIFICATE SAFEKEEPING												1	1	
												14.3	7	
FREIGHT BILL ENTRY												1	1	
												14.3	7	

